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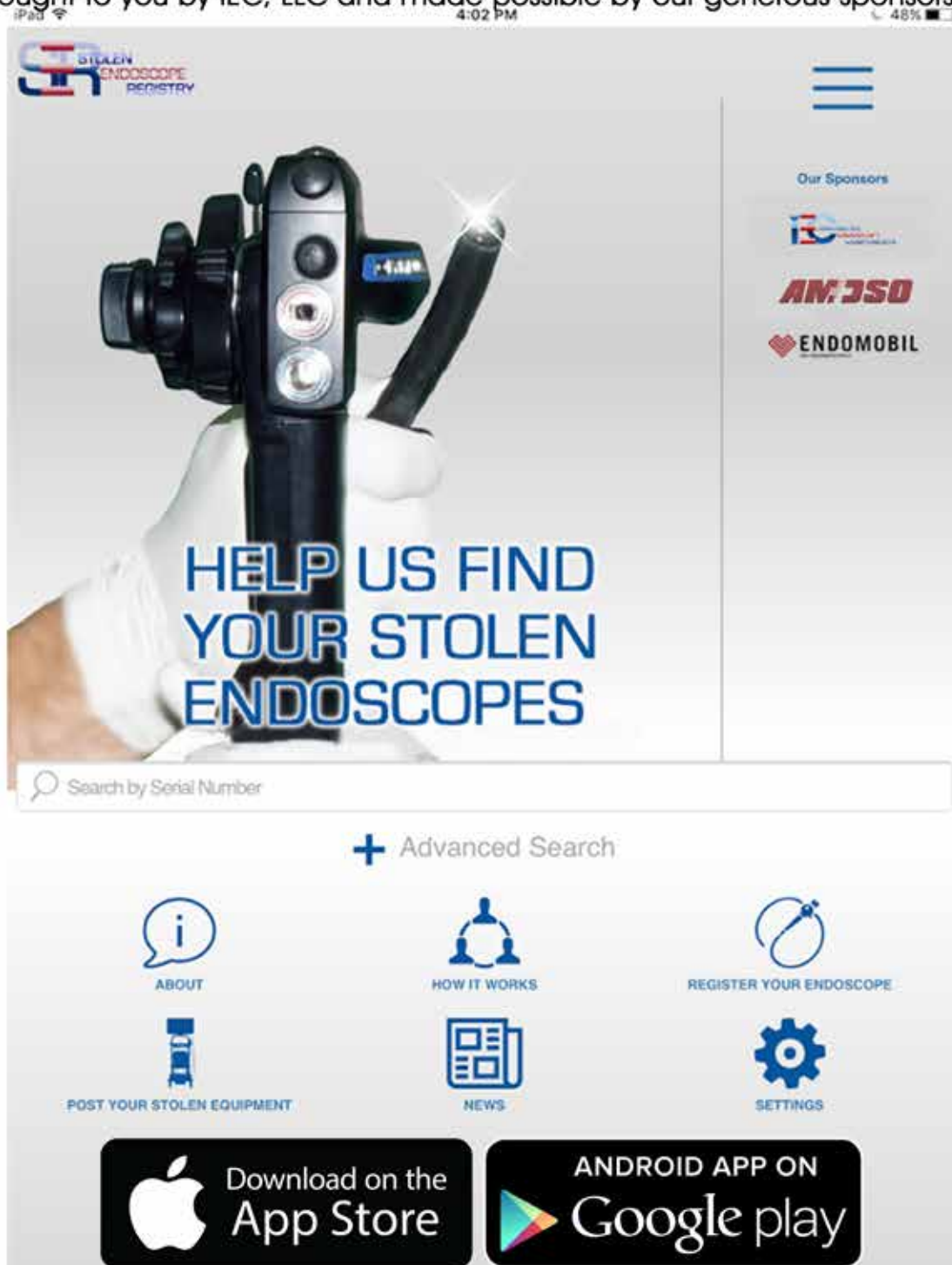
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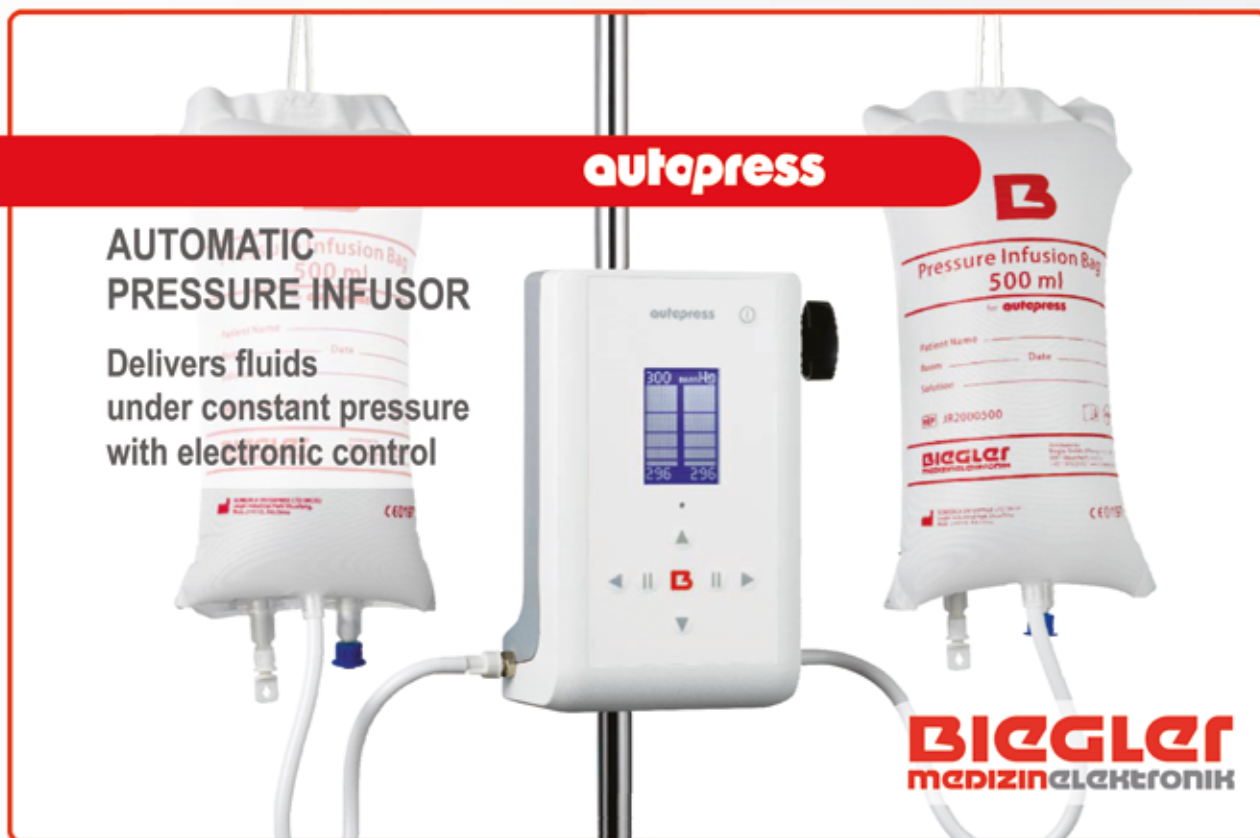
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In an effort to protect the international medical equipment trading community as well as hospitals, clinics, physicians, repair facilities, leasing, and insurance companies etc. IEC created the first open database and news platform for stolen endoscopes, ultrasound probes, cameras, light sources etc.

Medical Equipment theft has reached millions in financial damages with an ever-increasing number of products missing from facilities all around the world. This FREE APP is brought to you by IEC, LLC and made possible by our generous sponsors.





## Automatic Pressure Infusor

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The company based in Austria / Europe introduced the AUTOPRESS device as an important part of its fluid warming philosophy. Autopress works directly with Biegler blood and infusion warmers to deliver blood and fluids at high flow rates or as a stand-alone unit to deliver fluids at constant pressure up to 300 mmHg wherever needed.

Pressure infusing bags are mainly used for irrigation purposes during arthroscopy, laparoscopy and hysteroscopy. The adjusted pressure is constantly maintained and therefore does not require manual compensation.

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Austria

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## THE NEW FACE OF PRESS RELEASES



I don't know about you, but I'm a little tired of hearing all this talk about the death of the press release. Any time a new forum for marketing comes around, people want to write off press release distribution as old and outdated. They're wrong!

The press release is still alive and well, and even in this age of new media, press releases have become a vital tool and are more

important than ever in helping companies get valuable publicity for spreading their message. They help companies get media coverage as well as being key search engine optimization (SEO) tools that help investors, customers, potential employees and other target groups learn about and discover companies online.

Social media has changed how people communicate around the globe and as businesses scramble to figure out how to harness the power of social media to reach new audiences, the familiar marketing tool—the press release—has now gained fresh purpose. Press releases have changed a lot over the years, especially since businesses have realized the importance of online marketing. Before the advent of social media, companies had to go through a long and arduous process of contacting journalists who acted as gatekeepers. With social media, press releases are now direct communications tools that can deliver unfiltered messages to the masses. For example, if you want to announce a new product or service, you can draft a press release and immediately get your news found on all major search engines and social media networks by using a press release distribution service. This also enables you to target thousands of journalists. Press releases now include images, videos and other multimedia, which means you can convey your message and news stories in more interesting ways than ever before. Images help drive interest.

Before online press releases became common, most press releases were sent only to journalists. If not deemed worthy of press mention, they lived in a binder, on someone's desk or in a building lobby. Now, a press release can be distributed to millions of people around the world instantly through email and social media. Also, by adding links to other web pages within a press release, companies can direct readers to even more information about what they do. Last, but not least, an online press release can go viral if people start sharing it over social media networks, thereby creating a buzz that was never possible with traditional press releases.

**With social media,  
press releases are now  
direct communications  
tools that can deliver  
unfiltered messages  
to the masses.**

But, writing an effective press release is an essential skill and you need to master the art. Here are some tips. It needs to be fresh and newsworthy. Most of us are generally interested in things we haven't heard before, find surprising or help solve our problems. So, before drafting your press release, it's worth asking yourself: will anyone actually care? If the answer is "no", hold off on that press release until you've got a better story. The title of your press release is the first thing a reader or a journalist will

see, so make sure it's concise, enticing and gives a good overview of your story. A great subject line is also a must. If the readers don't immediately understand what your story is about, they'll move on to the next thing in their inbox. If your first sentence doesn't grab them, they may not read any further – which is why you need to get the "top line" (the most important bit) of your story right at the beginning of your release. Also, short isn't always sweet. Although you never want to waffle when drafting a press release, don't make the mistake of not providing enough content. More than anything, the reader will want to get all the facts so make sure you include as much information as possible.

You can still be concise and stay on track but don't forget to include every little detail. If in doubt, consider the golden rule of the 5Ws: Who, What, Where, When and Why.

And finally ... aim high, but be realistic in your expectations. Most journalists and readers are swamped with press releases, so it may take you a few attempts and a bit of chasing to land press coverage for your business. Don't give up though; determination and a willingness to learn can take you a very long way.

While mastering your art in press releases, you are more than welcome to send your company news and novelties to our **Infomedix International Press Office**. With a dedicated section in our website, a B2B marketing tool visited by international medical professionals, the section "News" contains press releases on companies, novelties, acquisitions, joint ventures, product releases and events, to list a few. More are the sections attracting our audience, like the "Calendars" section with the listing of international medical trade shows all over the world and the section "Virtual Trade show" with information on manufactured medical products, very attractive to international dealers looking for new products to distribute in their country.

**Visit our website to learn more - [www.infomedix.it](http://www.infomedix.it)**

**Send your press release to [pressoffice@infodent.com](mailto:pressoffice@infodent.com)**

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## Multimedical - ITALY - Elastomeric pumps



Multimedical, well known as one of the leading manufacturers for medical disposables since 1984, it's located in Italy and it's manufacturer of standard and customized medical device for anaesthesia, oncology and infusion of contrast media too. Multimedical has long collaborations with Italian and foreign pharmaceutical industries and its products are used daily in the most important hospitals in the world. The Elaspump is an elastomeric pump produced according to the utmost modern standard of safety and

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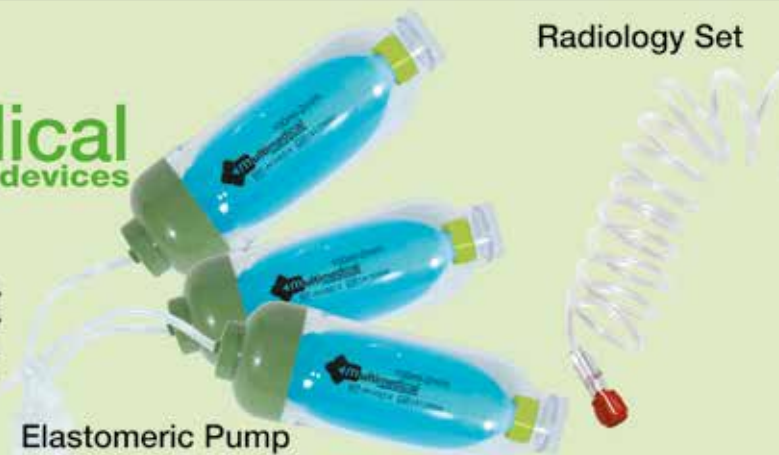
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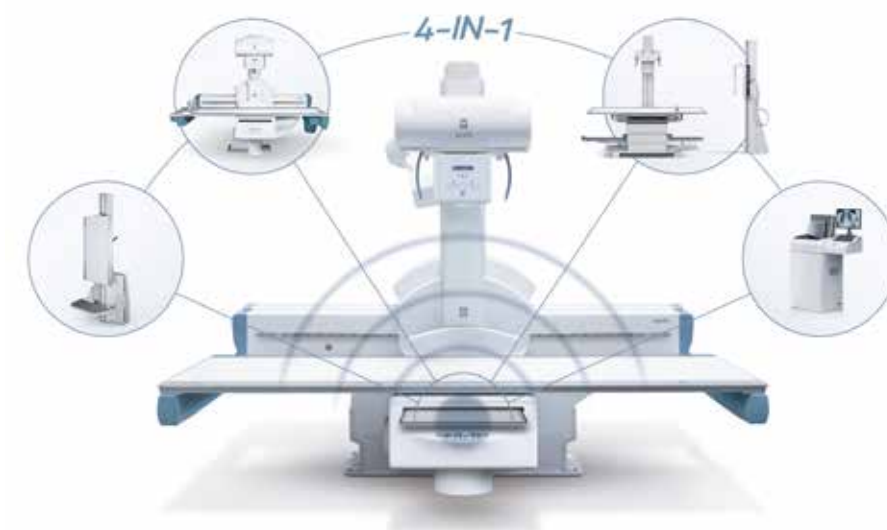


The innovative DR-Wi version of Apollo is designed to get the most out of the combined use of the wireless Flat Panel and the analogue remote controlled table with appropriately optimised functions.

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### A New Group is born



Since December 14th, 2018, we officially took control of Arcom Intl. which is now part of the BMI group: this new Company organization will allow us to diversify our products even more, to target different market segments and to continue the steady process of growth that we have started 25 years ago when BMI was established in a tiny office just out of Bergamo city, Italy. Now, in 2019, we do employ 50+ people and we are active in more than 60

Countries worldwide with a total turnover of over 12M Euro. Thanks to our valued customers and partners, we will keep walking a long path together for many years to come and we will never stop raising our standards and chasing achievements.

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### 1st German Pavilion at FIME 2019, Miami, Florida, USA



We are glad to have the first German Pavilion, supported by the German Ministry of Economics and Energy, at FIME 2019.

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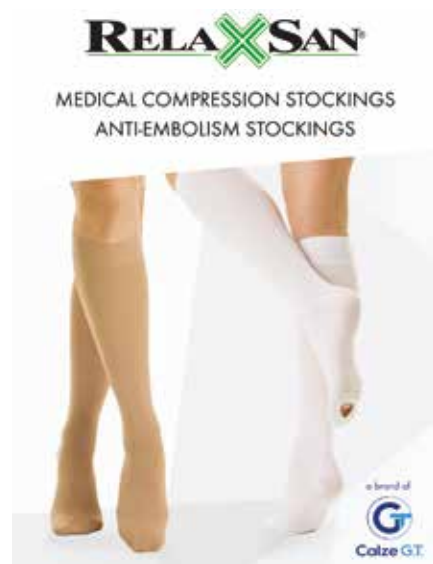
for all companies based in Germany, Austria and Switzerland.

Based on the request of SPECTARIS e.V., one of the leading German Associations for Medical Technologies, the Ministry of Economics and Energy decided to organise an official German Pavilion at FIME 2019 for the 1st time.

Together with the project team Hamburg Messe and Congress GmbH, Tradex-Services GmbH acquired 15+ German

companies, who will show their products, innovations and services to more than 14.000 professional visitors. FIME is the only US Medical Technology show and as the "gateway to the Americas", Miami continues to serve the world's healthcare business community due to its strategic geographic location and its fastway connections to Latin America.

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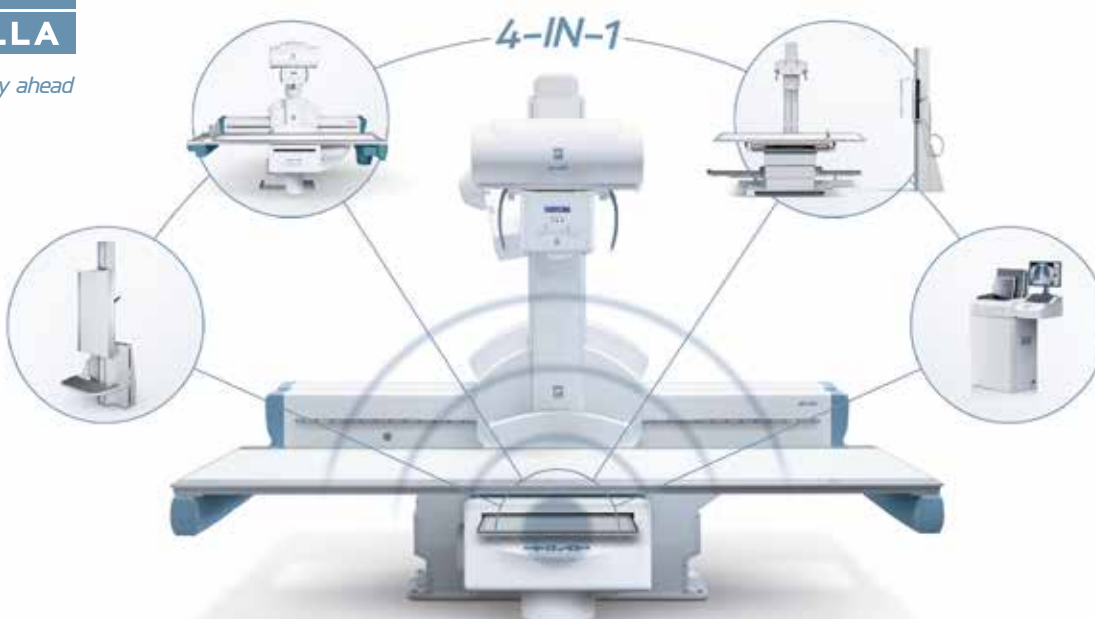
The motion control board for Iris communication works with different interfaces such as GigE and SPI.

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## Focus

# Let in The Light

**Author:** Silvia Borriello  
*[silvia.borriello@infodent.com](mailto:silvia.borriello@infodent.com)*

As temperatures are rising and summer is approaching, dermatologists and other doctors warn about the dangerous effects of UV radiation. But sunshine is a mixed blessing and there's no question that while excessive exposure can indeed be detrimental for the skin, letting in a bit of sun may be good; moderate sun exposure may have powerful benefits for our health.

Today's scientists have come to a dichotomous recognition that exposure to the ultraviolet (UV) radiation in sunlight has both beneficial and deleterious effects on human health. Most public health messages of the past century have focused on the hazards of too much sun exposure. UVA radiation (95–97% of the UV radiation that reaches Earth's surface) penetrates deeply into the skin, accelerating aging of the skin and increasing the risk of skin cancers. Excessive sun exposure can also cause cataracts and diseases aggravated by UV radiation-induced immunosuppression such as reactivation of some latent viruses. However, according to a World Health Organization (WHO) past report, excessive UV radiation exposure accounted for only 0.1% of the total global burden of disease in disability-adjusted life years (DALYs). DALYs measure how much a person's expectancy of healthy life is reduced by premature death or disability caused by disease. Furthermore, many diseases linked to excessive UV radiation exposure tend to be relatively benign—apart from malignant melanoma—and occur in older age groups, due mainly to the long lag between exposure and manifestation, the requirement of cumulative exposures, or both. Therefore, when measuring by DALYs, these diseases incur a relatively low disease burden despite their high prevalence. **In contrast, the same WHO report noted that a markedly larger annual disease burden of 3.3 billion DALYs worldwide might result from very low levels of UV radiation exposure. This burden subsumes major disorders of the musculoskeletal system and possibly an increased risk of various autoimmune diseases and life-threatening cancers, to name a few.**

**In contrast, the same WHO report noted that a markedly larger annual disease burden of 3.3 billion DALYs worldwide might result from very low levels of UV radiation exposure.**

But, what is UV radiation? Ultraviolet (UV) radiation is part of the electromagnetic spectrum emitted by the sun. Whereas UVC rays (wavelengths of 100–280 nm) are absorbed by the atmospheric ozone, most radiation in the UVA range (315–400 nm) and about 10 % of the UVB rays (280–315 nm) reach the Earth's surface. Both UVA and UVB are of major importance to human health.

Everyone is exposed to UV radiation from the sun and an increasing number of people are exposed to artificial sources used in industry, commerce and recreation. Emissions from the sun include visible light, heat and UV radiation. As sunlight passes through the atmosphere, all UVC and approximately 90% of UVB radiation is absorbed by ozone, water vapor, oxygen and carbon dioxide. UVA radiation is less affected by the atmosphere. Therefore, the UV radiation reaching the Earth's surface is largely composed of UVA with a small UVB component.

**Depletion of the ozone layer is likely**

**to aggravate existing health effects caused by exposure to UV radiation, as stratospheric ozone is a particularly effective UV radiation absorber. As the ozone layer becomes thinner, the protective filter provided by the atmosphere is progressively reduced.**

Consequently, human beings and the environment are exposed to higher UV radiation levels, and especially higher UVB levels that have the greatest impact on human health, animals, marine organisms and plant life.

Computational models predict that a 10% decrease in stratospheric ozone could cause an additional 300,000 non-melanoma and 4,500 melanoma skin cancers and between 1.6 and 1.75 million more cases of cataracts worldwide every year.

**The best-known benefit of sunlight is its ability to boost the body's vitamin D supply; when natural sunlight hits the skin it triggers the body's production of vitamin D, also known as “the sunshine vitamin.”** Vitamin D has an important function in increasing calcium and phosphorus absorption from food and plays a crucial role in skeletal development, immune function and blood cell formation. It prevents osteoporosis, several cancers such as prostate, pancreatic and breast cancer and autoimmune diseases like multiple sclerosis and diabetes. **Depending on the latitude, the month of the year, the time and the skin type, among others, 5 to 15 minutes of casual sun exposure of hands, face and arms two to three times a week during the summer months is sufficient to keep your vitamin D levels high, according to WHO. Closer to the equator, where UV levels are higher, even shorter periods of exposure are enough.**

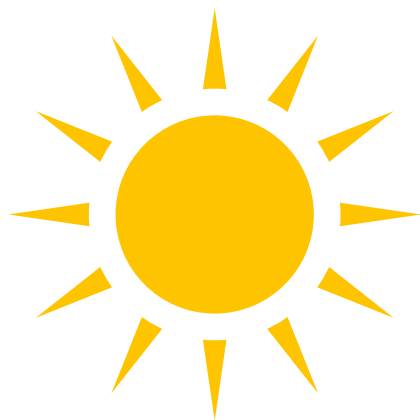
So, it's no secret that vitamin D is a crucial ingredient for overall health, but most people don't get enough of this fat-soluble vitamin that helps muscles, heart, lungs and brain function properly. Most cases of vitamin D deficiency are due to lack of outdoor sun exposure. At least 1,000 different genes governing virtually every tissue in the body are now thought to be regulated by 1,25-dihydroxyvitamin D3(1,25[OH]D), the active form of the

**The UV region covers the wavelength range 100–400 nm and is divided into three bands:**

**UVA (315–400 nm)  
UVB (280–315 nm)  
UVC (100–280 nm).**

Source: [https://www.who.int/uv/uv\\_and\\_health/en/](https://www.who.int/uv/uv_and_health/en/)

## ENVIRONMENTAL FACTORS THAT INFLUENCE THE UV LEVEL



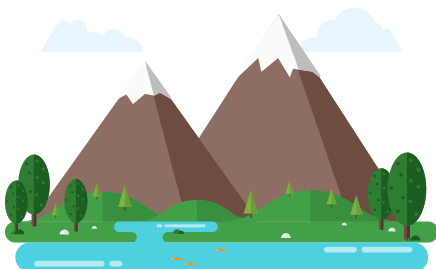
**Sun height**—the higher the sun in the sky, the higher the UV radiation level. Thus, UV radiation varies with time of day and time of year, with maximum levels occurring when the sun is at its maximum elevation, at around midday (solar noon) during the summer months.



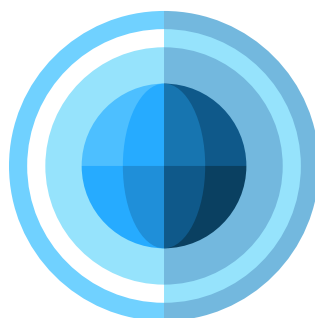
**Latitude**—the closer the equator, the higher the UV radiation levels.



**Cloud cover**—UV radiation levels are highest under cloudless skies. Even with cloud cover, UV radiation levels can be high due to the scattering of UV radiation by water molecules and fine particles in the atmosphere.



**Altitude**—at higher altitudes, a thinner atmosphere filters less UV radiation. With every 1000 meters increase in altitude, UV levels increase by 10% to 12%.



**Ozone**—ozone absorbs some of the UV radiation that would otherwise reach the Earth's surface. Ozone levels vary over the year and even across the day.



**Ground reflection**—UV radiation is reflected or scattered to varying extents by different surfaces, e.g. snow can reflect as much as 80% of UV radiation, dry beach sand about 15% and sea foam about 25%.

Source: [https://www.who.int/uv/uv\\_and\\_health/en/](https://www.who.int/uv/uv_and_health/en/)

vitamin, including several involved in calcium metabolism and neuromuscular and immune system functioning.

**Vitamin D insufficiency affects almost 50% of the population worldwide. An estimated 1 billion people worldwide, across all ethnicities and age groups, have a vitamin D deficiency.**

Research has shown that 3/4 of U.S. teens and adults are “D-ficient.” This is a scary number; considering the number of health woes the lack of the vitamin has been linked to: obesity, cancer, heart disease, diabetes, and certain autoimmune diseases, to name a few. The best way to know exactly how much vitamin D you need is to test your blood. **But the UVB rays that help our skin produce vitamin D are also the same type that cause sunburn, and getting burned is a major risk factor for skin cancer. That’s why it is so important to find the right balance.** As for what constitutes “excessive” UV radiation exposure, there is no one-size-fits-all answer, “Excessive” really means inappropriately high for your skin type under a particular level of ambient UV radiation. In the summer it takes only

**Vitamin D has an important function in increasing calcium and phosphorus absorption from food and plays a crucial role in skeletal development, immune function and blood cell formation.**

about 10 minutes a day of unprotected solar exposure on a small area of skin to produce around 5,000 IU of vitamin D, which is enough for most people—even older folks, who have a slightly reduced capacity to make vitamin D—to maintain

normal blood levels. But for some people, 10 minutes might be too long; for others, too short. **How much is enough is hard to quantify since skin pigmentation affects how much UV radiation your skin absorbs, but it’s way less than you need to get a sunburn.**

Although most of the health-promoting benefits of sun exposure are thought to occur through vitamin D photosynthesis, there may be other health benefits that have gone largely overlooked in the debate over how much sun is needed for good health. Here is why you should soak up some sunshine every day:

**It elevates mood** - It is proven that sunlight is a natural mood booster and lack of sunlight has been linked to clinical depression. Sunlight helps regulate your serotonin and melatonin, therefore having the ability to negatively affect your cognitive functions; it’s therefore important for proper brain function.

**It promotes weight loss** - The warmer months allows for fun outdoor activities.



Also, hunger is controlled by a part of the brain called the hypothalamus (it works with serotonin and helps relieve hunger). Lack of sunlight causes a drop of serotonin levels, which can result in the feeling of fullness not being achieved.

**Reduces the risk of type 2 diabetes** - Vitamin D plays a huge roll in the production of insulin and studies have shown a positive association between insulin resistance and vitamin D deficiency. Many studies supplementing vitamin D to subjects at risk of diabetes have shown significant improvements in fasting glucose levels, insulin production, insulin resistance and A1c control (a marker of long-term blood glucose levels).

**It helps strengthen the immune system** - we rely on solar energy to enable our bodies to stave off infections and fight disease. It has been proven that sunshine stimulates your immune systems' vitamin D and T cells which results in boosted immunity.

**It may reduce cancer risk** - research has shown that stripping off in the spring

**As for what constitutes "excessive" UV radiation exposure, there is no one-size-fits-all answer, "Excessive" really means inappropriately high for your skin type under a particular level of ambient UV radiation.**

sunshine might be even better for men, as a second vitamin D study suggests it decreases their risk of developing kidney cancer. In a study conducted at the University of California, San Diego, researchers combined data from other surveys of satellite measurements of sunlight and cloud

during the winter from 15 countries to estimate the serum level of vitamin D metabolite of people living in 177 countries. The compilation of data revealed a linked between low vitamin D levels and risk of colorectal and breast cancer. According to the researchers, raising the serum levels was found to be ideal for cancer prevention, which means 600,000 cases of breast and colorectal cancer could be prevented each year with sufficient exposure to sunlight. According to the study, this could be best achieved with a combination of diet, supplements and short intervals - 10 or 15 minutes a day - in the sun.

In addition, there is evidence that regular and habitual sun exposure prevents the development of melanoma, the most deadly skin cancer; rather than causing it. According to a study published in the Lancet Journal, the skin's exposure to ultraviolet radiation of short wavelength (UVB) has been associated with a decreased risk of melanoma. The research found that outdoor workers who were exposed to regular sunlight had a lower risk of developing skin cancer compared to their indoor counterparts.



**Lowers Blood Pressure** - according to a 2013 study from researchers at the University of Edinburgh, the ultraviolet rays in sunshine may help improve heart health by lowering blood pressure. In the landmark study, the researchers found that when sunlight touches our skin, a compound called nitric oxide, that helps lower blood pressure, is released into our blood vessels. **The effect is such that overall, sun exposure could improve health and even prolong life, because the benefits of reducing blood pressure, cutting heart attacks and strokes, far outweigh the risk of getting skin cancer.** While skin cancer from sun exposure continues to be a concern and must not be underestimated, nevertheless, deaths from heart disease and stroke are 60 to 100 times higher than those from melanoma in regions with less-than-average sunlight, such as northern Europe. The researchers have in fact noted that rates of high blood pressure and cardiovascular disease rise in winter and are tied to geographic latitude (for instance they are higher in northern Europe than in southern Europe). To test their hypothesis, the researchers put 24 volunteers under tanning lamps for two, 20-minute sessions. One session included UV rays, while the other only had heat. After exposure to the UV rays, subjects' blood pressure dropped for 50 minutes. Researchers did not see a similar affect after the sessions with only heat. Dietary vitamin D supplements alone will not be able to compensate for lack of sunlight. The researchers now want to look at the relative risks of skin cancer and heart

**Lack of sunlight may also lead to lower production of serotonin – the hormone affecting mood, appetite and sleep; lower serotonin levels is linked to feelings of depression.**

disease in people who have received different amounts of exposure to sunlight. "If this confirms that sunlight reduces the death rate from all causes, we will need to reconsider our advice on sun exposure," they added.

**Heals skin disorders** - sunshine may actually be able to fight skin diseases by attracting immune cells to the skin surface. UV radiation exposure has been proven to treat eczema, acne and psoriasis.

**It improves sleep** - not only 10-15 minutes a day of sunlight increases levels of serotonin which help promote feelings of happiness but research suggests that morning sunlight exposure is linked to better sleep and health. Getting less morning light could make it more difficult for you to fall asleep and wake up at your pre-

ferred times. According to a 2014 study from Northwestern Medicine and the University of Illinois at Urbana-Champaign (USA), office workers with more light exposure at the office had longer sleep duration, better sleep quality, more physical activity and better quality of life compared to office workers with less light exposure in the workplace. **The study highlights the importance of exposure to natural light to employee health and the priority architectural designs of office environments should place on natural daylight exposure for workers.** The study focused on the sleep quality of 49 day-shift office workers (27 in windowless workplaces and 22 in workplaces with windows). Researchers wanted to find out if more natural light exposure during the day resulted in more restful sleep at night. Using an evaluation tool called the Pittsburgh Sleep Quality Index (PSQI) and a monitoring technique known as "actigraphy," they were able to determine if office workers with windows fared better than their walled-off counterparts.

The results showed that they did. "Actigraphy" is a single device worn on the wrist that gives measures of light exposure as well as activity and sleep. This is an ambulatory physiological data logger that records motion and light illuminance. The motion was used to determine activity levels during waking time and to calculate sleep time. The light luminance was used for measures of light exposure during the workday period. **Compared to workers in windowless offices, those with windows received 173 % more natural white light exposure during work hours and slept an average of 46 minutes more per night.** Workers who get more sunlight also tend to be more physically active according to this study. And an additional analysis of overall quality of life suggests that they're generally happier, too. Office workers without windows reported more physical ailments and lower vitality, along with lower sleep quality. A simple design solution to augment daylight penetration in office buildings would be to make sure the workstations are within 20 to 25 feet of the peripheral walls containing the windows. Daylight from side windows almost vanishes after 20 to 25 feet from the windows.

## MORE ABOUT SEASONAL AFFECTIVE DISORDER (SAD)

SAD is typically found to start at around age 20

SAD is more common in women than men, but men typically display the most severe symptoms

60-90% of sufferers of SAD are women

There is no specific diagnostic test for SAD; it is diagnosed through a patient's history of seasonal depressive episodes.

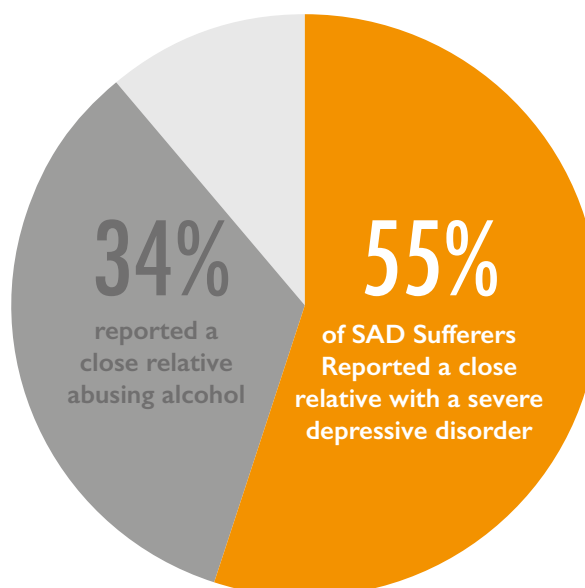
SAD has been observed to run in families, meaning that there is likely a genetic aspect to its appearance.

Researchers believe that the effect SAD has on the brain are a result of lack of exposure to light.

Other factors such as low vitamin D levels in the blood are also associated with SAD.

However, because a more mild variation of the condition, commonly referred to as the “winter blues”, is also prevalent among the American population, SAD is a widely misunderstood condition and can be difficult to diagnose.

## THE SAD LINK TO OTHER PSYCHOLOGICAL DISORDERS



Source: <https://www.theactivetimes.com/what-seasonal-affective-disorder>

**Light is the most important synchronizing agent for the brain and body. Proper synchronization of your internal biological rhythms with the earth's daily rotation has been shown to be essential for health.** Of course,

many are the factors affecting our biological clock, but light appears to be the most important. The timing of exposure is also crucial; the body clock is most responsive to sunlight in the early morning, between 6 and 8:30 a.m. Exposure to sunlight later

does not provide the same benefit. The type of light also matters, as does the length of exposure. Direct sunlight outdoors for at least one-half hour produces the most benefit. The indoor lighting in a typical home or office has little effect.



Research has also shown that Alzheimer's patients exposed to bright light encountered fewer symptoms of depression, agitation and nighttime wakefulness. There has been some evidence that disturbances in circadian rhythms and sleep-wake cycles might be at play in patients with dementia and that interventions aimed at these processes might provide relief. The circadian rhythm is basically a 24-hour internal clock that is running in the background of your brain and cycles between sleepiness and alertness at regular intervals. It's also known as your sleep/wake cycle. **Shorter-term studies have found that giving full-spectrum bright light to Alzheimer's patients showed some evidence of normalizing the day-night cycle.** The pathology of Alzheimer's begins to affect areas of the brain that are associated with the normal sleep-wake cycle. In advanced Alzheimer's, the circadian rhythm becomes asynchronous. One of the most powerful modifiers of the sleep-wake cycle is bright light. The sleep-cycle and dysregulation of the sleep cycles are important contributors to behavioral problems in Alzheimer's patients, especially in later stages of the disease.

Last but not least, Seasonal Affective Disorder (SAD) is a form of depression that is roused by changing seasons, a condition most commonly occurring during the late autumn and winter months. The exact cause of SAD isn't in fact fully understood but it's often linked to reduced exposure to sunlight during the shorter autumn and winter days. The main theory is that a lack of sunlight might stop the hypothalamus (a part of the brain) working properly, which may affect the production of melatonin – the hormone that makes us feel sleepy; in people with SAD, the body may produce it in higher than normal levels. Lack of sunlight may also lead to lower production of serotonin – the hormone affecting mood, appetite and sleep; lower serotonin levels is linked to feelings of depression. Also, as mentioned, the body uses sunlight to time various important functions, such as when you wake up, so lower light levels during the winter may disrupt the body's internal (circadian rhythm) clock and lead to symptoms of

**The specially designed light can have an effect on your biological clock similar to that of natural sunlight.**

SAD. It's also possible that some people are more vulnerable to SAD as a result of their genes, as some cases appear to run in families. It's estimated that about 10 million Americans suffer from SAD. However, because a more mild variation of the condition, commonly referred to as the "winter blues", is also prevalent among the American population, SAD is a widely misunderstood condition and can be difficult to diagnose. The usual criteria for diagnosing SAD are when people meet the criteria for clinical depression, experiencing intense feelings of anxiety, melancholy, tiredness, depression, lethargy, during winter for several years running and recover in the summer. About half a million people in the U.S. are affected between September and April, peaking in December, January and February.

SAD should be treated in the same way as other types of depression, this includes talking treatments such as cognitive behavioral therapy (CBT), counselling and psychodynamic psychotherapy or medication such as antidepressants. But, light therapy (or phototherapy) is also a popular treatment. **Some people with SAD find that light therapy can help improve their mood considerably. This involves sitting by a special lamp called a light box, usually for around 30 minutes to an hour each morning.** The specially designed light can have an effect on your biological clock similar to that of natural sunlight. Light boxes come in a variety of designs, including desk lamps and wall-mounted fixtures. They produce a very bright light. The intensity of the light is measured in lux – the higher lux, the brighter the light. Brightness of 10,000 lux is the intensity needed to regulate

your rhythm. **Dawn-stimulating alarm clocks, which gradually light up your bedroom as you wake up, may also be useful for some people.** The light produced by the light box simulates the sunlight that's missing during the darker winter months. It's thought the light may improve SAD by encouraging your brain to reduce the production of melatonin and increase the production of serotonin. The recommended light boxes have filters that remove harmful ultraviolet (UV) rays, so there's no risk of skin or eye damage for most people. **Still, a half hour in front of even the most powerful light box does not provide as much phototherapy as does a half hour outside on even an overcast day.**

Lifestyle changes are also simple ways that can be useful in dealing with the condition of having "winter blues"; like getting outside in the mornings for natural light or sit next to a window when you're inside. By making your home brighter, eating better, keeping active and socializing. Staying warm can also reduce the winter blues by half, according to the British National Health Service. SAD cases are rare among people living within 30 degrees latitude of the Equator!

**So, as evidence grows that some sun exposure has benefits, many experts are rethinking their staunch sun-avoidance advice.** For example, the National Academy of Sciences (U.S.A.) recently assembled an international group of medical experts from different fields to discuss sun safety. The report from that meeting (2018), published in JAMA Dermatology, stated that "although the harms associated with overexposure outweigh the benefits, the beneficial effects of UVR [ultraviolet radiation] exposure should not be ignored in developing new sun safety guidelines." Of course, nobody wants to get skin cancer; but we've gone from sun worship to sun dread. There is a middle way that includes using a sunscreen with a sun protection factor (SPF) when you're outside for an extended period and wearing a hat and shirt around midday. As everything in life, moderation is the key. So, when summer's here, get outside and enjoy it!



## “ENJOY THE SUN, BUT ENJOY IT SAFELY”

### Simple Precautions in The Sun

- **Limit time in the midday sun**

The sun's UV rays are the strongest between 10 a.m. and 4 p.m. To the extent possible, limit exposure to the sun during these hours.

- **Watch for the UV index**

This important resource helps you plan your outdoor activities in ways that prevent overexposure to the sun's rays. While you should always take precautions against overexposure, take special care to adopt sun safety practices when the UV Index predicts exposure levels of moderate or above.

- **Use shade wisely**

Seek shade when UV rays are the most intense, but keep in mind that shade structures such as trees, umbrellas or canopies do not offer complete sun protection. Remember the shadow rule: "Watch your shadow – Short shadow, seek shade!"

- **Wear protective clothing**

A hat with a wide brim offers good sun protection for your eyes, ears, face, and the back or your neck. Sunglasses that provide 99 to 100 percent UV-A and UV-B protection will greatly reduce eye damage from sun exposure. Tightly woven, loose fitting clothes will provide additional protection from the sun.

- **Use sunscreen**

Apply a broad-spectrum sunscreen of SPF 15+ liberally and re-apply every two hours, or after working, swimming, playing or exercising outdoors.

- **Avoid sunlamps and tanning parlors**

Sunbeds damage the skin and unprotected eyes and are best avoided entirely

Source: WHO, [https://www.who.int/uv/sun\\_protection/en/](https://www.who.int/uv/sun_protection/en/)

*This information is solely for informational purposes and not intended to provide any medical advice. It does not replace the advice of your physician or other healthcare provider. Among main sources:*

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# Argentina's Public Health Transformation

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*Argentina's health sector has gone through major transformations in the years with a reduction of state involvement in social services in favor of privatization and decentralization of healthcare, resulting in increased fragmentation, inequity and inefficacy. Nonetheless, as the new government addresses current economic challenges, together with the enhancement of much needed public health policies based on equity and efficiency, opportunities will increase.*

Nestled next to Chile to the west, Uruguay, Paraguay, Brazil and Bolivia to the east and north, the Argentine Republic is the second largest country in South America covering an area of 2,780,400 km<sup>2</sup> in the southern tip of the continent. Its capital, Buenos Aires, is located on the east next to Uruguay and the Atlantic Ocean. In the second half of the 19th century and first half of the 20th century Argentina received a huge influx of immigration from virtually all countries of Europe, intermixing with the existing population. In recent times, immigration comes primarily from neighboring countries (Paraguay and Bolivia) with strong Amerindian ancestry. Currently, about 50% trace their origin to Italian immigrants and 25-30% to Spaniards. With a population of over 44 million, Argentina is a federal republic with a presidential system and 24 political jurisdictions (23 provinces and the autonomous City of Buenos Aires, site of the national

**The economic crisis was eventually brought under control by 2004 and economic growth resumed but poverty continues to be prevalent and the distribution of income remains highly unequal.**

government). Each province has its own constitution and elects its governing officials (but exist under a federal system). At the beginning of the 20th century, Argentina's economy boomed, but political and economic crises were recurrent. The economic crisis was eventually brought under control by 2004 and economic growth resumed but poverty continues to be prevalent and the distribution of income remains highly unequal. In the first half of 2017, according to official statistics,

28.6% lived in poverty, while 6.2% were in extreme poverty. The Macri government has made some progress in the reforms towards an open market economy and is continuing in this direction but Argentina continues to have one of the most restrictive and repressed economies, with very high and inefficient public spending; ranking among the twelve countries with the highest tax burden and remaining one of the weakest emerging market economies. The significant eco-



conomic setbacks of the 1990s increased concentration of wealth in fewer hands, affected employment and quality of life and rendered health systems less able to provide equitable services to most people. **Consequently, the policies of the last quarter of the 20th century drastically changed the landscape of the health system, which regressed from that of a publicly funded health system, to one in which the interests of private for-profit corporations became prevalent.**

#### Structure of the Health System

Argentina's health system is one of the most fragmented and segmented in the Region of the Americas. It is organized around three main providers, the public and private sectors and the social security sector. **Its fragmentation is largely determined by the country's federal structure, in that each of the 23 provinces functions independently and has constitutional responsibility for the leadership, financing and delivery of health services. Consequently, there is no common framework for the respective responsibilities and functions in healthcare of the national government and of the provinces.** This fact,

**The national health authority—given the resources it administers and the country's federal structure— does not have sufficient power to impose legislative changes.**

plus the lack of political will throughout the 20th century, allowed the primacy of the vested interests of private sectors and trade union bureaucracy to impede the

development of a unified public national health system. During the economic crisis of the 1980s and 1990s, the public system was further reduced and health services

ARGENTINA	Year 2000	Year 2012
Private expenditure on health as % of total expenditure on health	46.1	30.7
Out-of-pocket expenditure as % of private expenditure on health	63.0	65.5
Private prepaid plans as % of private expenditure on health	30.7	25.9

Source: World Health Statistics 2015



further privatized and transferred to the provinces, increasing their fragmentation, segmentation and inequity. Reliance on the public sector is higher as income declines, and inversely for the private sector. Its mixed health system is a combination of:

**(a) The remnants of an old welfare state with an extensive network of public hospitals and health centers.**

The public sector is composed of the national and provincial health ministries, plus a network of hospitals and primary care centers that provide free care to anyone who needs it, although these services are used mainly by persons in lower income groups, generally lacking social security coverage or cannot pay out-of-pocket for services. This sector is financed mainly through taxes, but users can be asked for a minimal fee for service. A very important free provision of drugs program operates through these providers. This sector covers about 47% of the population, including patients that can afford to go private but choose to have procedures in a public setting due to the expense or high premiums in the private sector.

**(b) A social health insurance system for formally employed workers.**

The compulsory social security sector has the highest fragmentation of all and is organized around national and provincial *obras sociales* (mutuals or social plans) administered by trade unions. There are more than 300 of such entities organized at national and subnational levels, charged with overseeing medical care for Argentine workers and their families. Most of the *obras sociales* operate mainly through contracts with private providers and are financed with compulsory contributions from employees (3%) and employers (6%). Health coverage level is fixed by law in the Mandatory Medical Program (Programa Médico Obligatorio - PMO), covering the cost of medical care and medicines in varying proportions; differences between the fixed fee and the actual cost of treatment is paid by the patient. In the past, these plans have usually covered around 42-45% of the population, although the percentage has fallen recently due to increasing unemployment

- Number of doctors (2013) - 167,934
- Physicians density per 1,000 population (2007-2016), comparative figures:  
Argentina 3.9  
USA 2.6  
Brazil 1.9
- Nurses per 10,000 inhabitants (includes professional nurses and licensed nurses), 2004 - 3.8
- Number of healthcare facilities with hospitalization.  
All subsectors (2017) - 5,178
- Number of healthcare facilities without hospitalization.  
All subsectors (2017) - 20,326
- Radiotherapy units per million population (not specified if public and/or private), comparative figures, 2013:  
Brazil 1.7  
Argentina 2.8  
USA 12.4
- Percentage of population not covered by *obra social* or medical plan, 2010 - 36.1%

Sources: Ministerio de Salud, Dirección de Estadísticas e Información de Salud (Argentina) / WHO – World Health Statistics 2016-2018

**There are 3.9 physicians and 3.2 hospital beds per 1,000 inhabitants in the country overall, with significant differences between jurisdictions and a relative excess of highly skilled physicians, hospital beds and medical technology in big cities.**

– with more people resorting to provision within the public sector. In addition, through the Mandatory Medical Program (PMO), the National Institute of Social Services for Retirees and Pensioners (INSSyP) provides coverage for retirees in the national pension system and their families, covering 20% of the population.

**(c) A concentrated for-profit private health insurance sector ('prepaid medicine'), providing services to middle-upper and upper classes.** The private sector consists of health professionals and facilities that offer services to individuals who pay out-of-pocket, to

beneficiaries of the *obras sociales* and private insurers through prepaid medical plans. This sector also includes more than 100 voluntary insurance entities known as medical prepayment companies; they are financed through premiums paid by families or companies and by funds from contracts with *obras sociales*. Private insurance entities serve around 8% of the population and operate similarly to social insurance, using PMO as reference standard of minimum level of coverage. Total private health care expenditures represent close to 3% of GDP, of which approximately two-thirds is in the form of direct payments (particularly for the purchase of medications) by people at

the time services are provided.

The national *obras sociales* and the medical prepayment companies, under the supervision of the Superintendency of Health Services (SSS, for its Spanish acronym) must meet the requirements of the PMO (Programa Médico Obligatorio), which provides a broad package of services and associated drugs. **The program covers 95% of outpatient, surgical, hospital and dental services, as well as mental health, rehabilitation and palliative care services. It does not apply to the private sector, however, which lies outside the medical prepayment system and the public sector;** the private sector is regulated at the provincial and municipal levels and provides services that are set by the various provincial ministries of health. The three health sectors are increasingly overlapping, with potential conflict of interests of health professionals.

The health system's fragmentation falls into three broad areas: *coverage* - since not all the population has access to the same health benefits and services; *regulatory functions* - since leadership and regulatory authority are spread throughout 24 jurisdictions and various subsectors; and *geographic disparities* - given the extreme economic-development differences from region to region. The national health authority—given the resources it administers and the country's

### Consolidated Public Health Expenditure, 2012

- Total public health expenditure (as % of GDP): 7.73%
- Public healthcare (as % of GDP): 3.00 %
- Obras Sociales (as % of GDP): 3.49 %
- INSSJyP - National Retired and Pensioners Social Services Institute (as % of GDP): 1.24 %

Source: *Elaboración propia en base a datos del Ministerio de Hacienda y Finanzas Públicas de la Nación. National Ministry of Public Finance*

**Argentina has a tradition of excellence in academic medicine, human resources education and biomedical research.**

federal structure— does not have sufficient power to impose legislative changes. The only way to effect such changes is through broad consensus, something that has been attempted through federal health plans and by strengthening the role of the Federal Health Council (COFESA).

**The segmentation and fragmentation of the health system of Argentina are**

**the main factors behind its low efficiency and its inequities in access and in quality of care.** At the same time, segmentation and fragmentation has been the environment that the different players (organized medicine, owners of private hospitals, obras sociales, private health insurers, pharmaceutical and medical technology industries and others) have found and thrived on, maintaining the status quo and preventing the development of a unified national health system. Furthermore, there is concentration of economic and political power in the trade unions as administrators of the obras sociales with little or no oversight and margin for corruption.

There are 3.9 physicians and 3.2 hospital beds per 1,000 inhabitants in the country overall, with significant differences between jurisdictions and a relative excess of highly skilled physicians, hospitals beds and medical technology in big cities. The Autono-

### Total health expenditure per capita, comparable figures, 2015

Mexico	535 USD
Brazil	780 USD
<b>Argentina</b>	<b>998 USD</b>
Uruguay	1,281 USD
USA	9,536 USD

Source: WHO-World Health Statistics 2018

- Life expectancy at birth (2016) - 76.9 years
- Births attended by trained personnel, 2015: 99.6 %
- Maternal Mortality (per 10,000 live births), 2015 - 3.9 deaths, ranging from a high of 8.1 in Salta to a low of 1.9 in CABA, Santa Fe and La Pampa
- Infant Mortality (per 1,000 live births), 2015 - 9.7 deaths
- Neonatal mortality rate (per 1,000 live births), 2015 - 6.6 (Brazil 7.2, USA 3.7)
- Postnatal mortality rate (per 1,000 live births), 2015 - 3.1
- Mortality rate attributed to cardiovascular disease, cancer, diabetes or chronic respiratory disease between age 30 and exact age 70 (%), 2016: USA 14.6, Argentina 15.8, Brazil 16.6

Source: WHO-World Health Statistics 2017 and 2018/ Ministerio de Hacienda y Finanzas Públicas de la Nación. Argentina Ministry of Public Finance

mous City of Buenos Aires, for example, has 10.2 physicians and 7.3 beds per 1,000 inhabitants, compared with 1.2 physicians and 1.1 beds in the province of Misiones. The country has 5,178 inpatient health-care facilities with a total of 161,570 hospital beds, about 50% of which belonging to the public sector. The national ministry of health administers only four national hospitals, the remainder are run by the provinces and municipalities. 47% of hospital beds are in the private sector, while the remaining 3% belong to *obras sociales*.

**The public hospital network is open to anyone and nominally free of charge however, for the past several decades little has been done to strengthen the public system, which is clearly underfinanced and deteriorated with numerous access barriers and quality of care inequalities. Still, there are some niches of excellence in specific specialties, which are sought even by middle and upper classes.** In fact, one-third of the patients that receive care in the public sector have some type of social security coverage and 5.2% are covered by private health insurance. Public hospitals are further characterized by long waiting lists for treatment and surgery; adding to the pressure is the deficiency of primary care professionals and nurses which results in ineffective referring and overconsumption of primary care leading to higher (unnecessary) hospitalizations.

**Such fragmented healthcare system and a lack of “set” national standards for quality of care results in significant differences in terms of clinical practices and resources from province to province.** For example, urban areas like Buenos Aires has a wide array of high quality and modern health-care facilities to choose from, while rural provinces like Jujuy remain underserved, resulting in some of the poorer and rural populations not getting even their basic healthcare needs met.

Outpatient facilities amount to 20,326 both public and private for outpatient care. **Although the largest number of beds belongs to the state subsector, in terms of medical care and billing, private services concentrate 2/3 of the economic movement.**



## A noteworthy initiative to address poverty-related factors is “Toward Universal Health in the South American Chaco Population 2016-2019” a joint project developed by Argentina, Bolivia, Brazil and Paraguay primarily among indigenous, native, rural and mestizo populations.

Argentina has a tradition of excellence in academic medicine, human resources education and biomedical research. There are 21 public and 24 private medical faculties with high quality technical and scientific training. In recent years, private financing for scientific activity has steadily increased, though the public sector remains the most important source of funding; the National Scientific and Technical Research Council (CONICET) awards most of the country's fellowships for basic and applied research. Currently, 30.3% of the institution's researchers are working in the biomedical sciences, with their numbers having increased by more than 200% in the last 12 years.

**Argentina spends on average 7% to 8% of its GDP on health care services, one of the highest levels in Latin**

**America.** Although the population as a whole has access to the services offered by the public sector, the achievements seem meager compared to the resources allocated to the sector, with significant gaps particularly in distribution of coverage and access to services.

Healthcare expenses are also rising rapidly and threatening the viability of public health insurance systems as well as inflating the out-of-pocket costs for patients. Among the reasons are ageing of the population, which is increasing need for care (e.g. chronic diseases) and contributing less in terms of financial resources; the increasing awareness of quality standards for care delivery; the limited tertiary care infrastructure and resources as well as inequalities in care provision and staff training between the public and the private sector.

Per capita spending in the public sector

**Brazil poses strong competition since imports enjoy a zero percent tariff under Mercosur. The United States is among the leading suppliers of imported medical products with a 27% market share with Japanese and European-made equipment, particularly in high-technology and precision.**

is much lower than in the social security system, and both much lower than in the private sector. The latter serves the upper-middle and upper classes, who enjoy a level of medical care like that found for the wealthy in developed countries.

#### Population Health

Argentina, as do other middle-income countries in the Region, faces poverty-related health problems. Improvements in living conditions, along with developments in vaccines and antibiotics and implementation of control programs especially

among marginal populations, will help reduce indicators of morbidity and mortality from various communicable diseases. A noteworthy initiative to address poverty-related factors is "Toward Universal Health in the South American Chaco Population 2016-2019" a joint project developed by Argentina, Bolivia, Brazil and Paraguay primarily among indigenous, native, rural and mestizo populations.

**The country is facing a dual scenario in which infectious diseases coexist with a steady increase in the prevalence of chronic, noncommunicable**

**diseases and their risk factors.** A major challenge is still the creation of strategies to combat HIV/AIDS and tuberculosis. As the population in Argentina continues to age, the number of chronic diseases and morbidities is growing and increasing the demand for services in the healthcare system, resulting in increasing loss of coverage. The most coveted services are in orthopedics, dentistry and cardiology. Changing lifestyles are also contributing to the increased incidence of chronic illness such as overweight and obesity which are considered a challenge, requiring improvements in existing prevention programs. These factors coupled with the delicate economic climate will pose an increasingly significant challenge in the years to come.

#### Recent Reforms

In an attempt to address many of the mentioned challenges, old and new, the country has the advantage of a rich history of social policy, great human capacities and talent, solid institutions and a level of health spending higher than the regional average. The country is in fact taking measures towards a more integrated and equal healthcare system. Among the reforms, the Federal government's "Plan Remediar" provides free outpatient drugs by ensuring essential drugs to the more vulnerable population. Since its creation the plan has continuously expanded to include more varied medications and accessibility to more types of patients, with the aim of helping those living under the poverty line, not covered by a social work program. The Birth Plan or "Plan Nacer" has the main goal to decrease infant, child and maternal mortality rates as well as to provide incentive framework through a performance and accountability program called the "Maternal and Child Insurance Program (MCHIP)", that links results to the allocation of resources in different provinces. New regulations on private insurance coverage (i.e. premium control) have come into force causing significant amount of discussions and hesitation in the industry. Many plans for investment and expansion have been put on hold and private investment is expected to decrease by over 50%. **To benefit trade, the new gov-**





ernment has moved with significant speed to implement core reforms such as the unification of the USD exchange rate (removal of government exchange control), the agreement with international creditors, the elimination of import restrictions, modifications were also made to the original medical device law to achieve a more straight-forward and structured medical device registration process. It has removed limitations on dividend repatriation and floating and has reformed the national statistics system. Growth will greatly depend on the overall investment climate and on government policy responses after reducing subsidies and combatting a 20-30% projected inflation.

#### Market Trend

Argentina has unique economic, demographic and cultural characteristics that distinguish it from other Latin American countries and as the government addresses its current economic challenges, opportunities will increase.

**Its medical equipment and device market is dominated by imports, accounting for around 70% of the total market.** Over 2,000 companies sell medical and dental products and equipment in Argentina, of which 25% are manufacturers and 75% importers. Brazil poses strong competition since imports enjoy a zero percent tariff under Mercosur. The United States is among the

leading suppliers of imported medical products with a 27% market share with Japanese and European-made equipment, particularly in high-technology and precision. Domestic production has been growing, although in general, it is limited mainly to lower-middle range equipment and supplies. **For any medical product or equipment that cannot be manufactured locally, export opportunities continue to exist particularly if exporters can offer high quality products at competitive prices.** In this competitive market, the demand for simpler technology is predominantly met within the domestic market. Local dental companies offer value-priced products, with a great deal of tariffs and expenses pre-

venting, in some cases, international competitors from penetrating the market. Despite the delicate economic situation and the decreased availability of funds, there are still opportunities for investment in Argentina's healthcare system driven by increased demand. The need for better cost/benefit relationships, updating of equipment and the transition to new pricing and service models present additional opportunities. Among the areas that are most in need of advancement are diagnostic equipment and minimally invasive procedure equipment. Furthermore, modernization is taking place reflecting an increase in medical tourism with Argentina offering high standards of cosmetic surgery at much lower prices than many European and U.S. centers.

Imported medical products need to be registered with ANMAT (Administración Nacional de Medicamentos, Alimentos y Tecnología Médica) through an authorized, local medical importer. The product registration process may take from 6 to 24 months. ANMAT, is the Argentine agency responsible for regulating registration of medical products, biological products, dental hygiene products, healthcare sanitation and disinfectants, personal hygiene, cosmetics and perfumes, foods and dietary supplements and medicines ([www.anmat.gov.ar](http://www.anmat.gov.ar)).

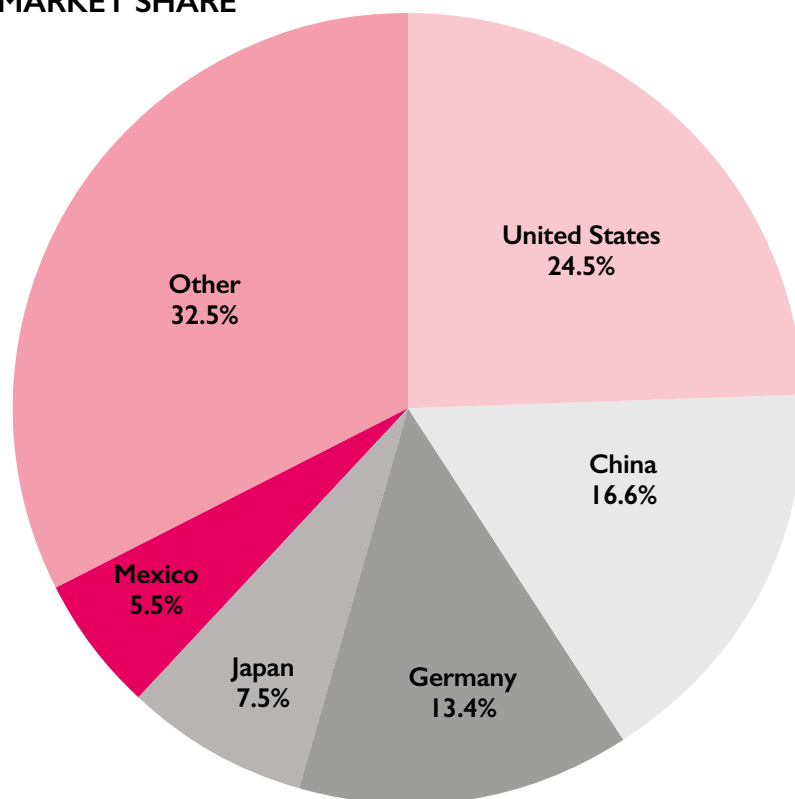
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PAHO is the specialized international health agency for the Americas. It works with countries throughout the region to improve and protect people's health. PAHO engages in technical cooperation with its member countries to fight communicable and non-communicable diseases and their causes, to strengthen health systems, and to respond to emergencies and disasters. PAHO wears two institutional hats: it is the specialized health agency of the Inter-American System

#### 2014 MARKET SHARE



Source: [export.gov](http://export.gov)

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- "Is Equity of Access to Health Care Achievable in Latin America?" For full text: [https://www.valueinhealthjournal.com/article/S1098-3015\(11\)01453-7/pdf](https://www.valueinhealthjournal.com/article/S1098-3015(11)01453-7/pdf)

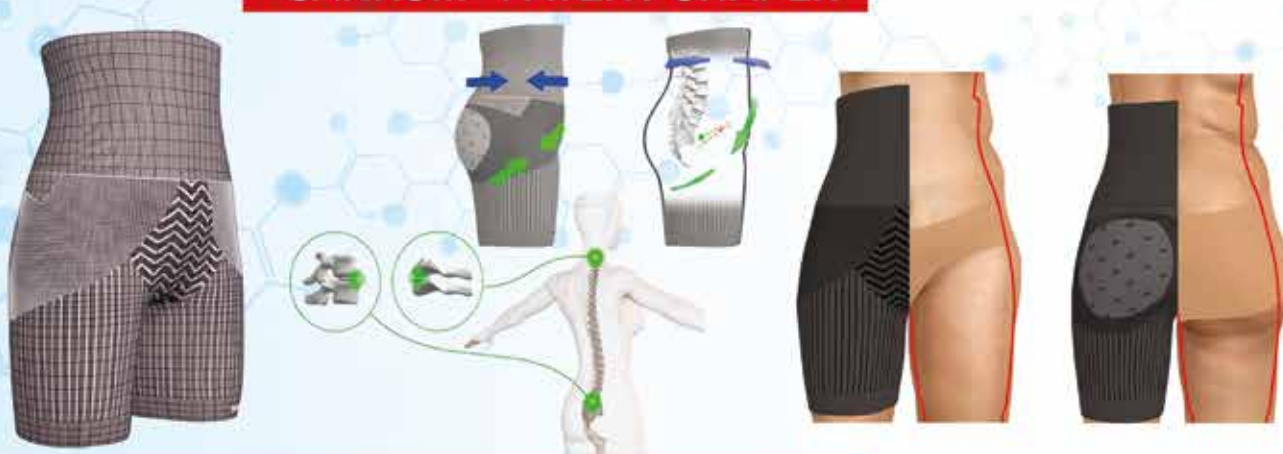
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### SANKOM® PATENT BRA



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IMPROVES THE BLOOD CIRCULATION  
WITH AN ACTIVE GRADUAL COMPRESSION

# Plasma therapy CGF

## Concentrated Growth Factors (2nd generation)

### An overview of possible applications

For the production of CGF, only special CGF-tubes are filled with blood and centrifuged. In comparison to other user protocols, here, there follows a targeted focus of the platelets and the CD34 + stem cells. The high-quality borosilicate tubes from Silfradent show a particularly high yield of growth factors.

No other therapy is so versatile and can be used in so many ways. CGF is used in sectors such as dentistry/implantology, orthopedics, ophthalmology, gynecology, ENT, sports medicine, dermatology and many other fields. Similarly, it has become essential in professional sports. CGF contributes to bone formation and stimulates injured tissue to regenerate. Meanwhile, autologous PRP is now available in powder form.

PRP, which works so fantastically in the medical arena, is becoming increasingly popular in medical aesthetics due to



*Orthopaedics  
CGF for Epicondylitis lateralis*

its unique mechanism of action. Since healthy skin does not show any inflammation or injury, a different protocol and application is required.

CGF conduces to the regeneration of the skin and its solid form (APAG/activated plasma albumin gel) is used as a bio-dermal-filler to smooth out wrinkles.

The thrombocyte is the key player to this therapy and is activated by any injury. Wound closure takes place within a short period of time, due to adhesion and aggrega-



*CGF and A.P.A.G. (solid form)*

tion of the thrombocytes. At the beginning of every wound healing, vascular permeability is increased, causing fluid to exude from the vessels and form an oedema, thus easing the proliferative processes.



*Personalized Cosmetic  
products can be  
integrated into the  
CGF protocol Cream  
and Mask containing  
autologous Plasma*

#### SCIENTIFIC STUDIES

- "The Antimicrobial Activity of Concentrated Growth Factor (CGF) Against Periodontal Pathogen Prevotella Intermedia"  
Master's Degree in Clinical Dentistry Periodontology  
Research Dissertation by Mubashir Saleem, BPP University, 2007
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by Edward Fenech, MCLinDent, 2017
- "The Antimicrobial Activity of Concentrated Growth Factor (CGF) Against Staphylococcus Aureus"  
by Adam Bartolo, MCLinDent
- "Antimicrobial Effect of Concentrated Growth Factor (CGF) on Porphyromonas Gingivalis"  
by Jonathan Mifsud, MCLinDent



CGF for Wounds/Burns Ulcus cruris - autologous membranes (endogenous plaster)

In this phase, the growth factors of the alpha-granules of the thrombocytes are released and attracted to the tissue (chemotaxis). It is primarily the fibroblasts that contribute to the healing process (collagen). Growth factors such as TGF- $\beta$ , PDGF, FGF stimulate the fibroblasts to divide and migrate. In the wounded area, new cells and blood vessels are built to compensate the defect. **The CGF-Therapy uses this wound healing process.**

#### Centrifugation

Centrifugation is fundamental to successful CGF therapy. Newer user protocols take the correlation between relative centrifugal force (RCF) and yield of platelets into account.

#### What happens if the centrifugation is too strong?

If the blood sample is centrifuged with an excessively high G-Force (RCF), platelets and plasma proteins can be pushed downwards into the erythrocyte phase. The result will be PPP – platelet poor plasma, plasma poor in thrombocytes. Furthermore, the thrombocytes degranulate prematurely, the erythrocytes are damaged and hemolysis is caused, which,

although often not visible to the naked eye, has an unfavorable effect on the plasma composition.

#### Fractional centrifugation makes the difference

The latest technology in this field is the MEDIFUGE MF 200, offered by the company Silfradent.

Six different times and speeds, allow the particles to settle in the desired layer.

**Important:** Only centrifuges certified as medical devices of the Class 2a may be used for the manufacture of PRP. Laboratory centrifuges may not be employed. (compare law regulation).

The production of CGF is safe, but requires uniform application protocols. Self-made protocols are not approved and can be harmful. CGF-Protocols not only secure quality on a constantly high level but also ensure that effectiveness, production methods and additives are reviewed. In addition they afford both the client and therapist safer usage.

#### Katrin Rotter-Böttger

Independent medical Trainer for  
Meso-CGF-Therapie



Medifuge MF 200



Alopecia - Treatments with CGF containing Melatonin for promoting hair growth



Medical Aesthetics atrophic changes in the skin – age related (treatments with CGF and APAG)



Device for producing A.P.A.G.



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[www.silfradent.com](http://www.silfradent.com)

# Things to Consider When Your Child Needs Speech Therapy

Children progress and learn to communicate at different rates. For some children, communication can be an unexpected hurdle that requires special attention. Developmental setbacks, learning disabilities, and autism can contribute to delayed speech development for children. Speech and language problems are not uncommon, but you should be mindful of your child's milestones in their development, especially when it comes to how they communicate.

## Early Detection

If you notice that your child is having trouble communicating or if there are signs that indicate your child needs special treatment, don't let it overwhelm you. The first thing you should do is diagnose the problem, as early detection of speech impairment is key. The next step is to not let any preconceived notions make you nervous about your child's therapy; in fact, speech therapy can actually be more fun and enlightening than you may realize.

## Signs of Speech-Language Disorders

Speech, language, and communication disorders can involve slurring, mispronunciations, irregularities, labored speech, lisps, cluttering, muteness, speech delay, and apraxia (when you can't articulate what you want to say). Parents often seek speech therapy for their children when any of these signs occur or when the child shows a delay in communication development. The root of the issue can be in the brain, muscles, behavior, or due to developmental delays or trauma, but a professional diagnosis can help you figure out the cause and the best treatment.

## Speech-Language Pathologists

Speech therapy is traditionally provided by speech-language pathologists or speech therapists. These highly trained and educated professionals typically conduct therapy sessions in one of two places: either the child's natural environment or in a clinic or office setting. Some schools also pro-

Speech and language problems are not uncommon, but you should be mindful of your child's milestones in their development, especially when it comes to how they communicate.

vide SLPs for students with special learning needs. Since no two speech therapies are alike, your SLP will craft a plan that caters to your child's specific needs.

## Therapy Strategies

Some of those therapy strategies may include language activities that involve playing and talking while incorporating the use of repetition to help build speech. Another strategy might include articulation activities to better pronounce sounds and syllables, often during play activities. Or, they might include oral motor and swallowing therapy, which exercises the tongue, lip, and jaw muscles to help increase your child's oral awareness.

## Treatment

If this is your first time experiencing pedi-

atric treatment for speech, fear not. Your clinician's goals in pediatric care tend to be achieved through a carefully constructed series of games and activities. This allows for a child to receive treatment in a way that shows therapy to be fun, but more importantly, so they can build a trusting relationship with their SLP.

Some children feel anxious about attending their therapy sessions, but there's a way to alleviate that anxiety through the use of CBD oil. Studies have shown a correlation between CBD and easing anxiety, even for children. Children on the autism spectrum with speech-language disorders are among those who could benefit. CBD is not for everyone, so be sure to check with your child's doctor on whether oils and chewable supplements are right for your child. It's also important to identify which products on the market are of the highest quality.

## Moving Forward

Once the therapy session has concluded, the clinician will likely review the content of the session that was covered. This is the time to ask questions, receive feedback from the SLP, and get tips and activities to work with and engage your child at home. By continuing to do the work at home, your child can get the most out of each session and be well on their way toward making significant improvements with their speech. Like any therapy session, speech therapy



is a process that should be taken seriously. While the thought of therapy can feel intimidating, it's meant to be supportive and inclusive for your child. Early intervention is key with speech-language therapy, and one day your child won't even remember a time when they communicated differently.

#### Among Main Sources:

- "10 Warning Signs of a Speech Disorder In Your Child" from <https://www.speech-buddy.com/blog/language-development/10-warning-signs-speech-disorder/>
- "10 Most Common Speech-Language Disorders" from <https://www.speechpathologygraduateprograms.org/2018/01/10-most-common-speech-language-disorders/>
- "Speech and Language Services in Schools" from <https://www.asha.org/public/speech/development/Speech-and-Language-Services-in-Schools/>
- "13 Most Effective Speech Therapy Activi-

ties For Toddlers" from <http://community.today.com/parentingteam/post/13-most-effective-speech-therapy-activities-for-toddlers>

- "Top 10 SLP Activities for Articulation" from <https://txsource.com/2016/06/09/top-10-slp-activities-for-articulation/>
- "Oral Motor Exercises: Practical Tips and Tricks" from <https://www.schoolhealth.com/oral-motor-exercises>
- "Anxiety Relief Without The High? New Studies On CBD, A Cannabis Extract" from [https://www.npr.org/sections/healthshots/2018/04/23/604307015/anxiety-](https://www.npr.org/sections/healthshots/2018/04/23/604307015/anxiety-relief-without-the-high-new-studies-on-cbd-a-cannabis-extract?t=1554472718198)

[relief-without-the-high-new-studies-on-cbd-a-cannabis-extract?t=1554472718198](https://www.npr.org/sections/healthshots/2018/04/23/604307015/anxiety-relief-without-the-high-new-studies-on-cbd-a-cannabis-extract?t=1554472718198)

- "Best CBD Oils [2019 Buyer's Guide]" from <https://www.remedyreview.com/about-cbd/best-cbd-oils/>
- "Speech Therapy At Home" from <https://www.speechandlanguagekids.com/how-can-i-improve-my-childs-speech-and-language-skills-at-home/>

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**www.specialhomeeducator.com**

**Jenny Wise** is a homeschooling mom to four children, one of whom is autistic. She and her husband made the decision to home-educate when their oldest was four years old. The journey has been challenging yet very fulfilling. She created **Special Home Educator** as a forum for sharing her adventures in homeschooling and connecting with other homeschooling families.

# A New Drive System for Wheelchairs

**In a project financed by the Austrian Science Fund FWF, a research group from Vienna set out to find the optimal drive for wheelchairs. The outcome passed initial practical tests and patent approval is awaited.**

For people with a mobility handicap, wheelchairs are the most significant means for getting about. Wheelchairs with a manual drive, usually involving handrims attached to the wheels, remain important, but they have several disadvantages. On the one hand, their efficiency level is limited to just ten percent, and, on the other, they require extreme positions for the arm and hand joints, which often result in excessive strain and injuries of the wrists or shoulders. Since wheelchair users are hardly able to do without their wheelchair in everyday life, these afflictions often become chronic. **A group of researchers headed by Margit Gföhler, a specialist in biomechanics and mechanical engineering at the Vienna University of Technology, has now found a better alternative to the handrim in a project funded by the Austrian Science Fund FWF.**

## The most natural movement for the body

"When a wheelchair is driven by means of a handrim, the human body has to adapt to this simple mechanism. However, human joints are not really designed ideally for these movements," explains Gföhler in the interview with scilog. According to her, more practiced wheelchair users particularly are prone to reaching far back on the handrim which requires extreme wrist bending. "Especially in extreme positions, this puts a great strain on the joints. The idea behind the project was to look at the problem from the flip side. We tried to find out what sort of drive mechanism would be most suited for the human upper body," notes the researcher.

The group not only relied on their own creativity, but also used computer simulations to find the optimum design. The only criteria were to avoid extreme body positions and to achieve the highest possible



degree of efficiency. "Only then should you develop a mechanism that is adapted to the human body." In order to identify optimal movement Gföhler's team created a simulation environment. "We used a musculoskeletal system of the upper extremity and then optimised the movement for maximum performance at minimum muscular effort," explains the scientist.

## Tests with prototypes on ergometers

The result of the computer simulation was an oval-shaped mechanism, similar to pedalling on a bicycle, a little further towards the front and a little further up than the handrim. The next step was to test the system. A prototype was built and installed on a wheelchair ergometer. "We carried out performance tests in which we were able to prove that this type of drive actually requires less power input than a handrim drive," says Gföhler. One of the aspects the researchers measured in the test was the carbon dioxide content of the breathing gas under load conditions. The project partner for this step was the Weißer Hof Rehabilitation Centre, where the tests were carried out. Gföhler emphasises that similar systems already exist for the sports sector, so-called "hand bikes": "Hand bikes use handles not unlike pedals for the hands. These systems

are too unwieldy for everyday use, however." Hand bikes are not suited for indoor use, for instance, and there are also differences in the sequence of movements.

## Patent pending

One requirement for the prototype was that it must not increase the wheelchair's width or length. This requirement has been fulfilled. Power is transmitted to the axle via toothed belts with only minor friction losses. According to Gföhler, the advantage of the better motion sequence greatly outweighs any disadvantages created by the belt. A patent has been applied for. The project was not only extremely successful from a scientific point of view, but the personal feedback of the test participants was also very good, reports the researcher: "It took a little time for people to get used to, but then they were all happy with it." The researchers are now looking for business partners to develop a marketable product from the prototype.

## Personal details

Margit Gföhler is the head of the research group for Biomechanics and Rehabilitation Engineering at the Institute for Engineering Design and Logistics Engineering at TU Wien (Vienna University of Technology). After graduating in mechanical engineering, she obtained her professorial habilitation in the field of biomechanics, and her research focuses primarily on modelling the musculoskeletal system, motion analysis and assistance systems for people with disabilities.

**Source:** taken from the website:

<https://scilog.fwf.ac.at/en/environment-and-technology/9288/new-drive-system-wheelchairs>  
"A new drive system for wheelchairs"

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# Regenerative Medicine for Spine Conditions

**The ability to use the body's own tissue to help heal itself has a lot of potential**

March 2019 - You've probably heard the statistics: As many as half of adults in the U.S. suffer from back pain in any given time frame. What's even more interesting is that these back pain facts and figures likely aren't shocking to you. Like most of us, you've probably had your own struggles with back pain. And the financial implications are also staggering, with back pain ranking high on the list of reasons people in the United States are disabled – to the estimated tune of nearly \$2 billion every year. For a great many of us, the occasional bout with back pain will subside on its own without significant intervention. But there are some who will experience chronic pain as the result of an underlying condition that needs to be diagnosed and effectively treated to help relieve the pain and other symptoms.

Today, there are many treatments available for back pain. And for those who are suffering the disabling grips of pain caused by a problem with one or more spinal discs, there may be even better news. Researchers recently released the results of a study on the regeneration of healthy spinal discs using the subject's own stem cells. Though the subjects, in this case, were goats (because their cervical spinal disc shape is about the same size as in humans), there's reason to be optimistic about the promise of regenerative medicine options for people with spinal conditions.

When someone is experiencing back pain due to disc degeneration, there have historically been one of two treatments employed to fix it. In one of them, the damaged disc is removed, and the vertebrae above and below it are fused together to limit any friction or movement that is resulting in pain. Though spinal fu-

**Today, there are many treatments available for back pain.**

sion surgery can be extremely effective in many cases and can also be performed using a minimally-invasive approach, thereby reducing risks and complications, it isn't perfect for every patient. The spine is like a row of dominoes: The health of one part of it can have a cascading effect on the other parts. So, when one area of the spine is altered, it can result in changes to other parts, especially if those other parts are also beginning to wear out or become damaged. The result can be more damage and more back pain – two things we definitely don't want more of. Another treatment for damaged spinal discs that are causing back pain involves a replacement of the damaged disc with one that is "artificial," usually composed of metal or plastic or a combination of both. Again, while this procedure can also be performed in a minimally-invasive style and has proven efficacious for many patients, it isn't perfect. Sometimes, implants can "wear out" over time and ultimately need to be replaced.

According to the National Institutes of Health, "Regenerative medicine is the process of creating living, functional tissues to repair or replace tissue or organ function lost due to age, disease, damage or congenital defects." In the case of spinal disc conditions, regenerative medicine aims to address some of the shortcomings in the current treatment options that

are available. In recent experiments, the researchers devised a way to extract the stem cell material from the goat subjects and to use it to grow new tissue that looks and behaves like a spinal disc. Once the engineering of that disc was complete, it was implanted back into the goat's spine, and the tissue became part of the goat's own anatomy. Upon studying the goat subjects at eight to 12 weeks post-procedure, the researchers found that the disc material had maintained (and in some cases improved) its shape, and the function of the disc either matched or exceeded expectations.

Although the technique used on the goat subjects must continue to be rigorously studied and analyzed and is still likely ways off for humans, there is excellent medical promise here. Science and medicine are always trying to address the ways that the body breaks down and how we can best get patients back to living the active lives they love, free from pain – with fewer risks, complications and downtime. With the promise of studies like this one, we're making even more significant strides.

**Source:** taken from the website:

<https://health.usnews.com/health-care/better/articles/regenerative-medicine-for-spine-conditions> - "Regenerative Medicine for Spine Conditions" By Neel Anand, M.D., Contributor.

Dr. Anand is an orthopedic surgeon specializing in spinal deformity correction and a Professor of Orthopaedic Surgery and Director of Spine Trauma at the renowned Cedars-Sinai Medical Center in Los Angeles. He earned his medical degree from the University of Bombay, Topiwala National Medical College in India and completed orthopedic residencies at the University of Bombay, the Royal College of Surgeons of England in London, the Royal Liverpool University Hospital in Liverpool and at the Albert Einstein College of Medicine Orthopedic Program at Bronx-Lebanon Hospital in New York. More on Dr. Anand on the mentioned link.



# So Much Work To Do

**Alice for Children's projects are settled in Kenya and their beneficiaries are the most vulnerable subjects in the population: we are talking about children living in Nairobi's slums and in Rombo, with the Maasai community. In Africa and specifically in these areas children's death rate is very high, because of malnutrition, lack of drinkable water and AIDS. In our children homes and schools, we offer support and education to about 2,500 children.**



- Kenya is at the 145th position in the Human Development Index.
- 46.1% of people live below the poverty line and child labour still affects 26% of children between 5 and 14 years old.
- 6% of people being more than 15 suffer from AIDS and 26% of children under 5 are underweight and suffer from malnutrition.
- 40% of people can't use drinkable water, while 70% of them have no access to services and electricity.
- Life expectancy is about 60 years,

**but 40% of deaths are caused by infections and parasites, like TB, Malaria, HIV, hepatitis and diarrhoea.**

## Why in Nairobi and its Slums?

Nairobi has 5,000,000 inhabitants and 60% of them live in 110 slums. Slums are abusive urban settlements that lack of hygienic services, drinkable water, electricity and where there are open-air dumps and open sewers. An agglomeration of shabby houses, which, especially in Korogocho and Dandora, grows up next to one of the biggest African dumpsites, where the

emergency is permanent. Korogocho is the second slum in size and in population density, where life expectancy goes down to 30/40 years old.

70% of slum's population lacks hygienic services and drinkable water. Here, the percentage of people affected by AIDS goes up to 60%, most of which are women and children. Families, usually formed by 6 people, live in 13 square metres shacks made of wood, mud and metal sheet. 80% of these shacks are for rent, which costs 10 \$ a month.

Teachers/students ratio inside schools is 1:60.



Dandora slum rises from the dumpsite, one of the biggest in Africa:

- 850 tons of rubbish each day

- 10,000 people working inside it and collecting recycling

- 55% of workers are children, who run away from school to help with the families' incomes

- one day of work inside the dump corresponds to 2 euros of income

- 50% of children suffer from respiratory diseases and severe infections

#### **Why at Kilimanjaro's slopes, in Maasai Land?**

Maasai families live of agriculture and breeding. Therefore, lack of water is the greatest problem, as it affects the income of the family, which can't afford to enroll children in school. 80% of Maasai people in this area lack drinkable water and hygienic services. According to Maasai traditions, young girls undergo circumcision at the age of 12/13, in order to become women. After that, they are ready to get married. This tradition leads to a high rate of illiteracy and of school leaving among girls.

**Twins International is an Italian private Onlus association, apolitical and irreligious, which works in Africa. Since 2007 it has been developing Alice for Children's projects in Kenya to support especially distressed and vulnerable children.**

#### **About Twins International**

*Twins International* is an Italian private Onlus association, apolitical and irreligious, which works in Africa. Since 2007 it has been developing Alice for Children's projects in Kenya to support especially distressed and vulnerable children. We support about 2,500 orphans and we

operate in Nairobi's slums and in the rural area of Rombo, at Kilimanjaro's slopes. Alice for Children's projects work in Africa in order to start programs which guarantee a right nutrition and to give more and more orphans the opportunity to enter schools, to have a high-quality education, to attend vocational courses and to get all instruments which can be fundamental to have a future, an adequate job and to live in dignity. We pay special attention to the fight against AIDS/HIV; in particular, we guarantee medical assistance to all people who benefit from our projects. We try to make women's voice heard, in order to claim for their right to equality, which is too often denied in developing countries like Kenya. Twins International Onlus works thanks to a structure that is as simple as possible, having the smallest number of employees and groups of volunteers who help both in Africa and in Italy. To learn more [www.aliceforchildren.it/en](http://www.aliceforchildren.it/en)

**Source:** taken from Alice for children website - <http://www.aliceforchildren.it/en/why-in-kenya/>

# Successful first Asia Derma sets the stage for 2019

Asia Derma 2018 mirrors success of the first Dubai Derma event, highlighting growth opportunity for the Asia Pacific region



SINGAPORE, 21 DECEMBER 2018 – Asia Derma, the only Asia Pacific Dermatology and Aesthetic Conference & Exhibition of its kind, has successfully concluded in Singapore. The event took place from 5th to 7th December 2018 at the Suntec Singapore Convention and Exhibition Centre.

Over the course of 3 days, the event received a total 916 visits by conference delegates and trade visitors. Delegates attended talks by over 50 different speakers covering a myriad of topics on the latest treatments and advancements in therapeutic and aesthetic dermatology. The calibre and diversity of speakers, not only from the Asia-Pacific region but across the world, played a vital role in securing delegates to the event. Insightful topics and workshops also enabled attendees to discover and engage with their peers and dermatology specialists. Trade visitors attending the exhibition were given demonstrations of the latest products and devices from over 100 leading, innovative brands in the aesthetic and dermatological industry. With the Republic of Korea as the first Country of Honour for Asia Derma, a special showcase of Korean brands were also exhibited.

Delegates and trade visitors attended from Singapore and across the Asia-Pacific region. In this first edition of Asia Derma, Singapore-based delegates and trade visitors represented 46 percent of the audience, followed by 9 percent from Malaysia, 7 percent from Thailand, 6 percent from India, 4 percent each from Indonesia, Vietnam and Republic of Korea and 3 percent from Taiwan. The conference portion of the event was attended by dermatologists from clinics, hospitals and independent practices from across the region. Trade visitors at the exhibition were predominantly from hospitals (32



L-R: Ms. Helene Mare, Asia-Pacific Sales Manager, Isispharma; Mr. Alan Teo, Managing Director, Aesthetics & Marketing Asia; Mr. Jimmy Ang, Managing Director, NeoAsia; His Excellency Mr. Ahn Young-jip, Republic of Korea Ambassador to Singapore; His Excellency Dr. Mohamed Omar Abdulla Balfaqeeh, United Arab Emirates Ambassador to Singapore; Prof. Fatimah Binte Abdul Lateef, Singapore MP; Dr. Abdul Salam Al Madani, Executive Chairman, Asia Derma; Prof. Goh Chee Leok, Scientific Committee Chairman, Asia Derma; Mr. JT Youn, Chairman, IBITA; Ms. Rui Xuan Wong, representing KOTRA; Dr. Hassan Galadari, MD.

percent), distributors and agents of dermatology products and devices from the region (22 percent) and owners and buyers from aesthetic clinics (21.4 percent).

Anas Al Madani, Vice-Chairman and Group CEO of INDEX Holding said: "We are very delighted with the success of the first edition of Asia Derma that was evident by the number of participating exhibitors, delegates and trade visitors and their positive feedback. We are also proud that we were able to simulate the experience of Dubai Derma in Singapore, and we look forward to further develop the event and consistently attract



the region's most sought-after speakers and leading therapeutic and aesthetic brands in the field of dermatology."

He added "We are very excited to continue on building on the success of the first edition to continue serving the dermatology field and providing continuing medical education for the Asia Pacific region. Participants were thrilled and engaged with the scientific program and this encourages us to organise an even more exciting event next year. Our partners from industry were also pleased by the results at the exhibition and many have confirmed their support to next year's event."

Market research indicates Asia-Pacific to be the fastest growing market for dermatology devices and is a key driver for the quest of effective skincare solutions. The diverse makeup of the various markets in the region necessitates expert knowledge and experience. Asia Derma provides a unique platform for dermatologists and aestheticians to continually enhance their knowledge and skills.

**Asia Derma will be returning to Singapore on 31 October-2nd November 2019.**

#### Quotes from Delegates and Partners:

"Singapore is privileged to host this event. Asia Derma is bringing together practitioners, dermatologists, aesthetic physicians and industry partners from this region and other parts of the world to learn about what's going on in our field globally, and what are the new developments. Individual countries will have to customise their needs according to the local population but knowing certain things from a global platform like Asia Derma is really important. We have a lot to learn from partners, therefore collaboration and interaction is really important, and is facilitated by such event".

- Prof. Fatimah Binte Abdul Lateef, Singapore Member of Parliament and Director, SingHealthDuke-NUS Institute of Medical Simulation (SIMS)

"In view that this was the first Asia Derma held in Singapore, the speakers at the scientific conference were reputable and well-

respected in the industry."

- Mr. Jimmy Ang, Managing Director, NeoAsia, Silver Sponsor of Asia Derma.

"Asia Derma was a very good platform to connect with dermatologists and aesthetics doctors, in addition to being an opportunity to educate and showcase our technologies and services."

- Mr. Alan Teo, Managing Director, Aesthetic Marketing, Bronze Sponsor of Asia Derma.

"I'm very pleased to have attended Asia Derma Singapore. As a dermatologist, I found the Scientific Programme outstanding with very good topics and speakers. The exhibition was very well organised and the choice of Singapore was a big success. It is a city with excellent hotels, restaurants, shops and good weather. For me and the SesDerma team, this was a great experience. I hope to come next year with greater enthusiasm after this first historic meeting."

- Mr. Gabriel Serrano Sanmiguel, Chairman, SesDerma.

#### About INDEX Holding

Based in the UAE with a strong portfolio of events in the medical sector, INDEX Holding opened its new branch in Singapore early 2018, due to its strategic location in Asia-Pacific and strong economic and commercial ties with the UAE. Through its Singapore branch, INDEX Holding aims to create new business opportunities through a number of scientific and commercial events in the Asia-Pacific region.

Index Holding has organised events in Germany, Italy and Japan, as well as Korea where the company has held a branch office in Seoul since 2006.

**For further information, interview requests, images and other media enquiries, please contact:**

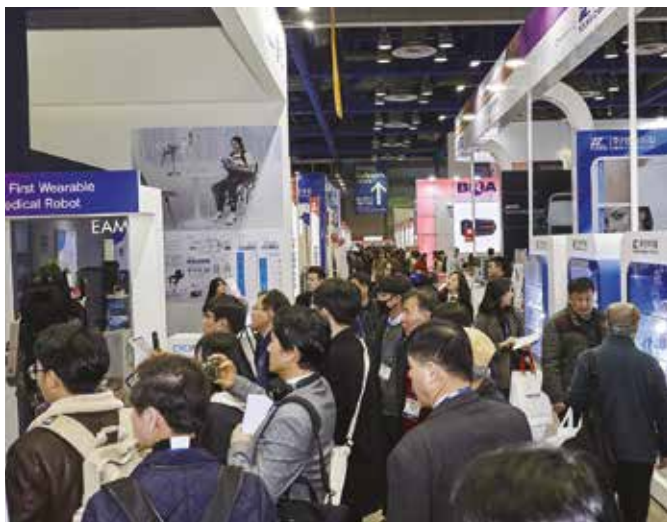
**Sheena Chauhan/Elizabeth Joseph**

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## Meet the Future at KIMES 2019



**Converged medical equipment such as AI diagnosis, robotic surgery, robotic rehabilitation tool and smart hospital system. Healthcare tools for the elderly. All of this and more in one sight!**

The 35th Korea International Medical & Hospital Show takes place at COEX in Seoul from 14th to 17th March in 2019. The Asian's premier medical event has been growing as the hub of attraction for all those involved in the medical and health care industries. With excessive demands from the Korean consumers, the development of the medical industry in Korea is remarkably fast-growing. In the circumstances, KIMES's filling of the role of the platform where manufacturers and consumers can find their satisfactions.

It is a unique chance to experience new and innovative technologies, solutions, products, and services at KIMES 2019, new disruptive digital healthcare solutions such as Robotic surgery, Robotic rehabilitation, 3D printing IT platforms, Wearable devices, Smarter medicine and Healthcare analytics manufactured by Korea companies are showcased.

KIMES gathers international and regional medical practitioners together with leading manufacturers, wholesalers, dealers and distributors to network and exchange best practices.

Running alongside the exhibition, the KIMES reputed for delivering the highest quality programme to medical professionals in the region. The conference programmes will bring a great appeal under unique topics covering a broad spectrum of medical specialties and disciplines.

Various linked events and sub-events for efficient business environment! To maximize viewers' convenience and display efficiency, the show is exhibited at four different locations; (Cure & Medical Information Systems) at A hall 1st floor; (Healthcare & Rehabilitation Equipment Hall) at B/D Halls, Grand Ballroom and the lobby; (Clinical & Diagnosis Equipment Hall) at C hall 3rd floor; and (IMAGING, Hospital Facilities) at D hall and is expanded additionally to Hall E in which Healthcare & Comprehensive Medical Equipment products are exhibited. Also at D hall, a co-exhibition labeled "MedicomteK 2019" will be showcased, which reflects the increasing growth in medical tool development technology encompassing AI, deep learning and robotic science. It also reflects the growing interest in high-tech medical equipment parts and materials.

Medical Korea 2019 (Global healthcare and medical tourism conference) which will be co-exhibited from this year to increase business synergy, is a global medical conference and exhibition held annually by Korea Health Industry Development Institute. Aimed at exchange of information and expansion of network at home and abroad, the exhibition (located at COEX D hall) consists of medical service related shows and 10 session conferences including global medical market, discovery of new paradigm, outlook on global exchange partnership of medical education, finding new service strategies for foreigners, exploration of new markets and digital healthcare strategy, online marketing trend of medical service, and innovation of medical and wellness tourism. Following last year, the GMPE 2019 will also be co-exhibited in collaboration with KIMES this year. GMPE is a representative convergence/complex consultation program in medical bio field hosted by KOTRA. 260 Medical equipment buying firms from some 60 countries are expected to participate, and a conference will also be held on "Tapping into medical markets in North America/ South East Asia, CIS/ South West Asia/ Africa".

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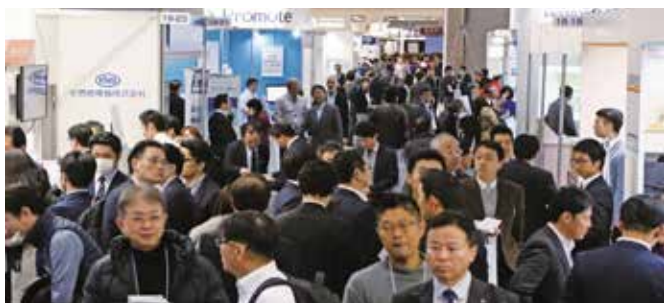


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# Japan's Leading Medical & Elderly Care Show Another Great Success!



**MEDICAL JAPAN 2019** - 5th Int'l Medical and Elderly Care Expo & Conference Osaka was successfully held from February 20 to 22, 2019 at INTEX Osaka, Japan. Consisting of specialised shows covering the entire healthcare industry, MEDICAL JAPAN 2019 Osaka gathered 782 exhibitors from 24 countries/regions and 21,663 professionals worldwide. MEDICAL JAPAN has firmly established itself as an international business platform in Japan, one of the world's leading medical market.

MEDICAL JAPAN is well-known as an international business platform in Japan. Exhibitors from 24 countries/regions and 21,663 visitors from 32 countries/regions gathered altogether under one-roof. It is the best gateway for international exhibitors to meet business partners not only from Japan, but also from Asia and other areas of the world. With an increasing number of international visitors, the show is regarded as the Asian business hub. MEDICAL JAPAN will keep playing an important role to serve as the platform to match supply and demands in the healthcare industry in Japan, one of the world's major markets. The future editions are expected to be more and more international and produce global business opportunities. The Ribbon-cutting Ceremony was grandly held to celebrate the opening of MEDICAL JAPAN 2019. 38 ribbon-cutting dignitaries, consisting of organisers, top executives of hospitals, medical device manufacturers, governmental officials and international organisations from Ja-

pan, Korea, Hong Kong, Thailand, US, Canada and Germany were introduced. Those industry leaders expressed their commitment towards the show and further development of the industry.

## International Pavilions

There were 13 international pavilions at MEDICAL JAPAN 2019 showcasing their countries/regions' advanced products and technologies. They gathered great attention from Japanese importers and also visitors from Asian countries. Every year, more and more pavilions bring additional excitement to the fair ground. This year, Wisconsin (USA) Pavilion, Alberta (Canada) Pavilion and Pakistan Pavilion were new comers. Many new countries/regions are expected in 2020.

## Strong Expectations for the Next Editions

Reflecting high demand from the industry, MEDICAL JAPAN TOKYO was launched beside MEDICAL JAPAN OSAKA in 2018. Now, MEDICAL JAPAN takes place twice a year and expectations to this business platform are rising every edition. If you are considering to exhibit, please contact Show Management as soon as possible. Exhibiting space is filling up quickly.

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### **MEDICAL JAPAN 2019 TOKYO** 2nd Int'l Medical and Elderly Care Expo & Conference Tokyo

Dates	October 23-25 2019
Venue	Makuhari Messe, Japan
Organiser	Reed Exhibitions Japan Ltd.
Consisting Shows	2nd Medical Devices & Hospital Equipment Expo Tokyo 2nd Hospital BPO Services Expo Tokyo 2nd Medical IT Expo Tokyo 2nd Elderly Care & Nursing Expo Tokyo 2nd Community Care Expo Tokyo 10th Medical Device Development Expo Tokyo (Medix Tokyo)

### **MEDICAL JAPAN 2020 OSAKA** 6th Int'l Medical and Elderly Care Expo & Conference Osaka

Dates	February 26-28 2020
Venue	INTEX Osaka, Japan
Organiser	Reed Exhibitions Japan Ltd.
Special Support	Union of Kansai Governments
Consisting Shows	6th Medical Devices & Hospital Equipment Expo Osaka 6th Hospital BPO Services Expo Osaka 5th Medical IT Expo Osaka 6th Elderly Care & Nursing Expo Osaka 3rd Community Care Expo Osaka 10th Medical Device Development Expo Osaka (Medix Osaka)



**BULMEDICA**  
**15-17 MAY**  
**2019**

international  
exhibition for  
medicine

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[www.bulmedica.bg](http://www.bulmedica.bg)

# The Distributors Wall

Looking for distributors?

Interested to deal new products and improve your business?

These are the pages for you: announcements of companies and distributors searching for each other.

**Your next partner is already waiting for you.**

Write to **classified@infomedix.it** to be in the next issue.

Always free for distributors!

Find your next partner:

Looking for products

Looking for distributors

Miscellaneous



**Infodent International  
Advertisers**



We can supply any medical items related to surgery.

**Red Cross Medical Equipment  
Trading LLC**  
**redcrossllc@gmail.com**



**Scientific Cooperation** is a Saudi Arabian distributor interested in a US manufacturer of hospital beds. Scientific Cooperation Please contact us: Mrs Marwa Tarek, **marwa@scientificcooperation.com**



**Nexus Pharmaceutical** is a Peruvian distributor interested in distributing any new medical equipment in Peru. Please contact Mr Carlos Alarcon at **calarcon@nexuspharmaceutical.com**



Discover the latest products and innovations from Austria, Germany and Switzerland in the area of Life Science and Healthcare.

Visit us across our international exhibition portfolio or contact any company any time 24/7/365 with our

**Tradex+**  
**www.tradex-services.com/company-database**

Check out our exhibitors at FIME on our Virtual Fair

**www.maps.tradex-services.com**



Looking for distributors for Graduated Compression medical stockings and Anti-Embolism stockings.

Looking for distributors for Shapewear and modeling underwear:

All products Made in Italy, certified CE, ISO 13485 and Oekotex.

**Calze G.T. S.r.l.**

Via Walter Tobagi 14/21  
46040 Casaloldo MN Italy

Contact details:

Mr. Gorgaini Cristiano

**cristiano@relaxsan.it**

Phone: +39-0376-780686



**Biegler Medizinelektronik**, based in Austria/Europe, has to its credit more than 40 years of research, development and production in the service of medicine. Biegler's expertise is in the development and manufacture of ready-for-sale medical products. The company operates distribution in over 70 different countries with distribution partners.

**www.biegler.com - office@biegler.com**



We are a medical and lab equipment importer and dealer in Sri Lanka. We are looking for European and American products only from manufacturers.

**decron@sltnet.lk**



We are looking to distribute medical device or pharmaceuticals.

We are distributors with 35 sales agents.

**davide.palma@linkfarma.it**



**Bio.kor** has been operating for more than 10 years in the Brazilian market, providing excellent services in the areas of commercial representation and distribution of medical and hospital equipment and products, as well as other accessories that aim to comfort and humanize hospital environments.

**katya@bpkor.com.br**



**GHAYUR AZIZIA LTD**, Register # 7296 and Business Certificate, established in 2003. Our current suppliers are Nobel Wellness, Stallion Laboratories, Themis Medicare, Swiss Parenteral, Bhargava Phytolab - Under Registration Sifam Healthcare. In last few years we have had excellent developments. Our products have good reputation in our market so now we are ready to work with overseas companies. We are looking for generic and finished dosage products suppliers/manufacturers.

President and CEO:

Abdul Hakim Ghayur

**hakim\_abdul7866@yahoo.com**



We need unique medical disposables.

**sales@medex.com.lk**



Since 1995, **Pharmaforte** has been committed to source globally and make available quality products to the healthcare industry in Singapore.

We represent and support many international established healthcare companies.

We provide marketing, warehousing and distribution services, through our established distribution network in private and public sectors.

**enquiry@pharmaforte.com.sg**



We are a medical company from Hradec Kralove, founded in January 2000. We deal with materials such as masks, vests, cups, latex nitrile gloves and other consumables to medical surgeries. We are now looking for suppliers of paper crucibles to CZ.

**www.best4medical.cz**

**medical@volny.cz**

**medical@volny.cz**



**NOBSA Healthcare** is a distributor for vascular, mobility and hospital supplies products in India. We are looking for lymphedema compression pumps, lymphedema sleeve, gloves and gauntlets compression stocking & socks, diabetic socks etc. and mobility products

**nobsahealthcare@gmail.com**



We are looking to distribute respiratory diagnostic and therapeutic devices and related consumables.

We are distributor of respiratory diagnostic devices and related consumables.

We are currently looking for distributing devices and consumables for respiratory medicine department.

**Binoyv@bnctechologies.com**



We are a company based at Pondicherry in India that distributes medical equipment and devices.

**auromed1414@gmail.com**



We supply infection control products and superabsorbent wound care. We are looking for new disposable medical and surgical products to supply hospitals.

**rita@purewondermed.co.za**



We are looking to distribute "Vicolab" silicone mats for washing trays and silicone gloves. Vicolab silicone mats, trays, Vicolab silicone work mats, Vicolab silicone gloves. All washable, autoclaved antibacterial material. We have been working all over the world for 12 years.

**Contact@vicotex.com**



**Sacem srl** is a leading Italian company in the veterinary and medical sector. We are looking for products and medical equipment for endoscopy and anaesthesia to be distributed in Italy and Africa.

Please contact:

Ghidotti Gianangelo

**Sacem srl**, Italy

T. +39 349 615 4076

**gianangelo.ghidotti@sacemsrl.net**



We are looking for non-medical disposable products and for nursing care and rehabilitation products.

**sato@smi-web.com**



We are one of the leader distributors in Morocco. We are looking to distribute medical devices and orthopaedic products. **dispropal@yahoo.fr**



We are looking to distribute quadruple blood bags; specifically: 450mL (CPDA-I) + 400 mL + 300 mL + 400 mL (SAGM).

**Viotech@polymedsol.com**



We would like to be lab equipment agent. **biomedegypt95@yahoo.com**



We are looking for a manufacturer that has biological indicators fast lecture with the incubators for steam, hydrogen peroxide systems.

**Glomedical**

Quito, Ecuador

**mayer.chamah@glomedical.ec**



We are importer and distributor of medical items, specialized in dental ones. There are about 30 dealers around Taiwan cooperating with us. We are looking to distribute loupes/headlights, dental related products, innovating medical items.

**Smart Life Int'l Co., Ltd.**

6F, No. 139 Ershizhang road,  
Xindian Dist., New Taipei City, Taiwan  
[smartlifeintl@gmail.com](mailto:smartlifeintl@gmail.com)



DESEGO is a 37 year-old company with branches in Mexico (Mexico city, Morelia, Guadalajara, Monterrey, Merida), in Panama City and Miami. We are looking for IVD and Clinical Diagnostic products for human and veterinary market to distribute in Mexico and Central America as exclusive dealer: **DESEGO**  
[gibran@desego.com](mailto:gibran@desego.com)  
[www.desego.com](http://www.desego.com)



This is **Essam Gazey**, manager of Import & Export GM Co. based in Egypt.

We are looking for vacuum physiotherapy devices and short-wave physiotherapy devices (diathermy).

WhatsApp: +20 10 2813 0041  
[ssamgazey@yahoo.com](mailto:ssamgazey@yahoo.com)



We are looking to distribute pharmaceuticals, lab equipment, medical devices and stem cells treatments. We are fast growing distributor in Gulf region based in Saudi Arabia. We are looking for new innovative products to distribute in our region.

**MEDIWAY Pharma Co.**

Saudi Arabia  
[www.medi-way.com](http://www.medi-way.com)  
T. +966 11 4125022  
F. +966 11 4125001  
[essam@medi-way.com](mailto:essam@medi-way.com)



We are a medical distributor company based in Jakarta - Indonesia  
We are interested in medical manufacturers who want to enter Indonesian market. We are mainly focused on operating room, intensive care products.  
[www.mandirijayamedika.com](http://www.mandirijayamedika.com)  
**Mandiri Jaya Medika**  
Indonesia T. +62 21 72800203  
[info@mandirijayamedika.com](mailto:info@mandirijayamedika.com)



**DISPRO LLC** is a young, compact and dynamically developing distributor-wholesale company engaged in innovations in healthcare. Our company develops mutually beneficial partnerships with well-known foreign manufacturers, based on a clear understanding of the needs and challenges of our customers.

**DISPRO LLC**

Tashkent, Uzbekistan  
T. +998 71 277 44 42  
[info@dispro.uz](mailto:info@dispro.uz)



We offer best quality urinal deodorizing mat - mainly used in men's urinals.  
**TIME OTC**  
Complex Chunabhatti East, Mumbai, India  
[timeotc@gmail.com](mailto:timeotc@gmail.com)



We are looking to distribute pharmaceuticals, food supplements, medical devices. We are present in the MENA region.

**Masrouji Group**

Ramallah, Palestine  
T. +970 599 534050  
[haytham@masrouji.com](mailto:haytham@masrouji.com)



**Medex Holdings** in Sri Lanka is a leading importer and supplier of medical/laboratory devices/disposables. Currently we are looking for suppliers of unique devices (equipment and disposables) to be introduced in Sri Lanka. Kindly get in touch with us.  
**MEDEX HOLDINGS (PVT) LTD**  
Colombo, Sri Lanka  
[sales@medex.com.lk](mailto:sales@medex.com.lk)



After 23 years of experience in the market we are seeking for new products and equipment for distribution in South Africa and Africa markets. We focus mostly on the private sector. Must be products/equipment not in Africa market yet.  
**MouldProd Ltd**  
T. +27 21 975 1170  
[gerrit@mouldmed.co.za](mailto:gerrit@mouldmed.co.za),  
[mouldprod@gmail.com](mailto:mouldprod@gmail.com)  
[www.mouldmed.co.za](http://www.mouldmed.co.za)  
Skype: gerrit.theron1



We distribute all over Costa Rica. We mostly work with tenders in public and private hospitals.

**Eps Medical engineering**

San Ramón,  
Costa Rica  
[Epsmedical\\_cr@yahoo.com](mailto:Epsmedical_cr@yahoo.com)



We are looking to distribute vena cava filters, coronal balloons, coronal stents, endoprosthesis.  
**Ltd Akhali Khedva**  
[import@akhalkhedva.ge](mailto:import@akhalkhedva.ge)



Bangladesh Medical Instrument & Asia Trading Agencies Inc. is a leading importer & distributor in Bangladesh with 20 years of experience.

We are looking for diagnostic equipment & diagnostic reagent, medical equipment (ultrasound machine), cardiac disposable, anaesthesia spinal needle (25, 26, 27 g), ECG Machine, etc.

**Bangladesh Medical Instrument / Asia Trading Agencies Inc.**

Skype: rasel.akhter1,  
WhatsApp: +880 1711 544172  
[bmibd.net@gmail.com](mailto:bmibd.net@gmail.com)



Since our founding in 2003 at National Ultrasound we have focused on a single product category: new and used ultrasound systems, parts and probes. We are a company of technicians with more than 250 years of collective experience working with ultrasound equipment. Our focus on being the best and most knowledgeable in a single industry allows us to provide the best equipment and service to health care professionals across the globe.

**National Ultrasound, Inc**

2730 North Berkeley Lake Road B-400,  
Duluth, USA  
[info@nationalultrasound.com](mailto:info@nationalultrasound.com)



We are looking for any disposable medical items company join vencher plant made in Bangladesh.

**VIP Healthcare Ltd**

[viptradersbd@gmail.com](mailto:viptradersbd@gmail.com)



We are looking to distribute laparoscopic in Egypt and Saudi Arabia.

**International Trading Co.**

Cairo, Egypt  
[abdallasaadawy@yahoo.com](mailto:abdallasaadawy@yahoo.com)



We are very interested in developing a foot line (templates, finger separators, bunion splints) as well as in varicose veins. Please contact us.

**Distribuidora El Mundo de la Salud, SRL**

Santiago, Dominican Republic  
[elmundodelasalud@yahoo.com](mailto:elmundodelasalud@yahoo.com)



We are looking to distribute hospital and health products in Argentinian market.

**LABORATORIOS ELWYN SA**

Cordoba, Argentina  
[luisellera@yahoo.com.ar](mailto:luisellera@yahoo.com.ar)



**MM Medic** is an Ukrainian manufacturer (ISO13485) and supplier of medical tubes for PPP, PRP and PRF-therapy.

- Tubes are sterile and wrapped in individual sterile plastic packaging

- Allowed to work with all existing protocols and using on different centrifuges

We provide trainings for following medical specialists: cosmetologists, dermatologists, trichologists surgery, combustiologists, neurologists, orthopaedics, stomatologists, gynecologists, urologists, otorhinolaryngologist.

[office@mm-medic.com](mailto:office@mm-medic.com)



With over 25 years of Experience in the Surgical service industry, **IEC** is offering training and consulting for technical companies that want to start their own in-house Endoscope repair program or an existing facility expansion.

We customize single day training events as well as full staff training over several weeks. Please contact us for further information

[www.IECendoscopy.com](http://www.IECendoscopy.com)

[info@endoscopy.com](mailto:info@endoscopy.com)



**JD Honigberg International is looking for Distributors**

Bowman dispensers have different sizes, shapes, colors for dispensing gloves, masks, covers for head/shoe, gowns, gels... Easy set up on Stands, Countertops, Walls, Doors, as a Mobile Cart dispenser: For Lobby, Waiting room, Exam room, Lab, Patient room, OR, Radiology, Emergency... Help protect from bacteria contamination avoiding infections treatment expenses.

Products:

[www.bowmandispensers.com](http://www.bowmandispensers.com)

Videos:

[www.bowmandispensers.com/product-videos](http://www.bowmandispensers.com/product-videos)



**Multimedical Srl**, based in Italy, is manufacture of medical disposables like: Elastomeric pumps, Huber needles, Radiology products, disposables for preparation and delivery of oncology drugs, needle-free connector disposables.

We are looking for distributors in free areas. For more details, please visit our web site at [www.multimedical.it](http://www.multimedical.it) or contact us at [info@multimedical.it](mailto:info@multimedical.it)



**HMD** presents "Omni Pro" II in I Patented Medical Device. The compact set is light weight and micro USB rechargeable. The device includes a Stethoscope, Reflex Hammer, Otoscope, Tongue depressor holder, Ophthalmoscope, Magnifying glass, Cobalt Blue Filer, Caliper, Tuning Forks, Audiometer and Transilluminator. The Omni Pro is like the Swiss Army of Medical Devices.

We are looking for distributors.

[www.hmdmedical.com](http://www.hmdmedical.com)

[info@hmd-hk.com](mailto:info@hmd-hk.com)

## Classifieds



FREE SAMPLES FOR QUALIFIED DISTRIBUTORS!

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SANKOM PATENT SHAPER!

UNIQUE IN THE WORLD:  
highly effective, patented, class I medical device, new generation of functional clothing.

We are looking for partners and distributors worldwide.

**info@sankom.com**  
**+41 79 790 75 77**  
**www.sankom.com**



We are looking to distribute hospital equipment, surgical supplies, laboratory reagents, equipment & supplies, medicines...

We optima pharmaceutical trading are wholesaler company based in Addis Ababa, Ethiopia since January 2005.

**Optima Pharmaceutical Trading**  
Addis Ababa - Ethiopia  
**yoniesti@yahoo.com**  
**info@optimapharmaceutical.com**



We are looking for innovative bath room accessory products like washlet, travel bidets, sitz bath, bath chairs under our brand Badimo, wellness in bath. We distribute our products in Germany, Austria, Swiss, as you can see on our shop **www.badimo.de**. Japanese native speaker available. Japanese companies preferred.

**Innovalis** Halstenbeker Stieg 12 c  
22523 Hamburg Germany  
**info@innovalis.de - www.badimo.de**



Eco Medivent Equipment is a Indian healthcare company and distributor partners for many world leading brands worldwide in India.

Eco is looking to further intensify the market growth by partnering with the world renowned manufacturing companies for Indian sub continent as principle distribution basis or JV or setting up a joint manufacturing hub in India.

Please write to us in confidential at  
**sapna@ecomedivent.com**  
**info@ecomedivent.com**  
**Eco Medivent Equipment**



Dongjian specializes in distributing foreign medical and dental devices in China.

**Dongjian Technologies, Ltd.**  
Shanzhi Street, #135, Building A,  
#51, Room 102 -Haishu District



We are looking to distribute dressings, test-strips, oncology, medical instruments, surgeries, in-vitro diagnostics, electronics, diagnostics, cosmetics, wound care, beauty and healthcare. We are looking for customers and suppliers for famous brands only. **EUROMEDISHOP**

10 rue Gustave Eiffel Cellule 11  
92100 Clichy-la-Garenne - France  
**alex@euromedishop.com**



We are looking to distribute medical and veterinary equipment, consumables, disposables. Licensed dealer of medical equipment, QM Meditech is targeting the middle and high-end market. Please visit our website for details:

**www.meditech.bg**  
**QM Meditech Ltd.**  
Sofia - Bulgaria **contact@meditech.bg**



iS System has been working for 15 years in medical field in South Korea.

Our major businesses are image recording system in all surgery departments as like ENT, NS, OS, GS, TS & Gastric Endoscopy, and robotic scope control system for laparoscopic surgery.

We would like to extend our biz field in 2019. Please let us know if you have good partners.

**iS System Co., Ltd.**  
#302, ICC Home Design Center; 9  
Seojeong-Ro, Deokyang-Gu,  
Goyang-Si  
10490 Gyeonggi-Do Korea  
**kkjang0306@naver.com**



We are looking to distribute EJAL40 I syringe of 2ml. 40mg of hyaluronic Acid.

Medixa is a company founded in 2008 by its creator, who was already working in the industry since 2003 in the promotion and sale of products for the aesthetic medicine, plastic surgery and dermatology.

**Medixa Srl**  
Via Figliola, 57  
80040 San Sebastiano al Vesuvio (NA)  
Italy  
**commerciale@medixa.it**



**Bangladesh Medical Instruments** is a Bengali distributor looking for manufacturers for ALL Kind of Medical Equipment and Diagnostic Machinery as a Sole Distributor in Bangladesh.

Please contact:  
Mr Rasel Akhter Saidur  
**bmibd.net@gmail.com**  
Mob: +88 0171 1544172  
T. +88 02 5516 8202 // 8207



Ephaco is a company located in Ivory Coast (Cote D'Ivoire) and devoted to medical and pharmaceutical supply. We are covering 7 countries: Cote D'Ivoire, Mali, Burkina Faso, Benin, Togo, Niger, Guinee Conakry. We are looking for innovative products in medicine and pharmacy. **SOCIETE EPHACO**  
03 BP 2335 ABIDJAN 03 - Ivory Coast  
Mobile: +22 50 781 4718  
[infoephaco@yahoo.fr](mailto:infoephaco@yahoo.fr)



We are looking to distribute Ultrasound, Laparoscopy, Gastroendoscopy, EEG, ENT, AED, Imagistic, Videodermatoscopy, RF for Surgery, Special devices for Surgery, Robotics, Oncology treatment, Lasers, Tables, Ozone, Anesthesia, Cardiology, Endocrinology, etc. **DANSON srl** is a very well know distribution company for medical equipment in Romania, 25 years old. We want to develop our activity and we are looking for new and modern products. In Romania there are many projects for new hospital and private clinics. We would like to be your distributor. We are looking for investment partnership with medical companies for electronic medical products.

**DANSON srl**  
Str. Aurel Vlaicu 39, sector 2  
020092 - Bucharest - Romania  
[office@danson.ro](mailto:office@danson.ro)



Distribuidora El Mundo de la Salud, SRL is a Dominican republic distributor interested in medical supplies (gloves, down spouts for serums) and prosthetics for patients mastectomized for cancer. Please contact: Arelis Marte  
**Distribuidora El Mundo de la Salud, SRL**  
Calle Sanchez No. 102 - Santiago  
Republica Dominicana  
[elmundodelasalud@yahoo.com](mailto:elmundodelasalud@yahoo.com)



We provide professional training in PRP (platelet rich plasma) for medical aesthetics (known as vampire lifting) as well as orthopedics and dermatology. We work with the latest protocols and state of the art equipment. Hands-on-Courses available as inhouse, all materials are provided incl. course book.

Contact person:  
Mrs Katrin Böttger

**GSW**  
T. +49 1522 3359965

[info@mesotherapie-ausbildung.de](mailto:info@mesotherapie-ausbildung.de)  
[www.mesotherapie-ausbildung.de](http://www.mesotherapie-ausbildung.de)



1. Waste Management
2. Medical Waste Treatment Technology
3. Disinfection System

I am looking for a better and innovative technology for those categories that I mentioned above. The technology should be environmentally friendly, easy to use and have a safety features for the users.

Please visit  
[www.enviromeditech.com](http://www.enviromeditech.com)  
to get more information about my company.

**Enviro Meditech Pratama, PT**  
Wisma 67, Jalan Tanah Abang II No.67  
10160 - Jakarta Pusat - Indonesia  
[jimmy@enviromeditech.com](mailto:jimmy@enviromeditech.com)



We are looking for importing medical equipment to Libya from qualified companies. We have good relations with hospitals in our country.

**Plutomedical**  
End rusat street - Benghazi - Lybia  
[Plutomedical@hotmail.com](mailto:Plutomedical@hotmail.com)



We are looking for GCMS filament manufacturers. Istanbul Analitik Laboratuvar Cihazlari San. ve Tic. A.S.  
Mahmutbey Mah. Tasocagi Yolu Cad. B blok 25/72 34217  
Bagcilar - Istanbul  
Turkey  
[support@istlabor.com](mailto:support@istlabor.com)



We are looking to distribute Medical X-Ray Accessories and other good products.

**BumYang Medical Systems Co., Ltd**  
BumYang building 3 Floor, #6,  
38-gil, YangNyung-ro, Dongjak-gu  
06912 Seoul - Korea, South  
T. +82 2 8147500  
[byplan@bumyangmedical.com](mailto:byplan@bumyangmedical.com)



We are looking to distribute patient monitor; pulse oximeter; Anaesthesia machine, ICU ventilator; OT light; Laser.

We are one of the leading trading house in Bangladesh. We are dealing medical equipment since long.

**Allied Medical Systems Ltd.**  
Haque chamber; 89/2 West Panthapath,  
level-II 1215 Dhaka Bangladesh  
[mihossain\\_2005@yahoo.com](mailto:mihossain_2005@yahoo.com)



Face/nose masks, surgeon caps, disposable caps, plastic shoes covers, urinal screen mat, chef caps, cotton balls, plastic gloves. We offer best quality Indian products at most competitive prices with assured shipment & prompt + timely services.

**TIME OTC CHEM**  
#103, BLDG. 6, Jogani Indl. Complex,  
Chunabhatti East 400022 - Mumbai - India  
[timeotc@gmail.com](mailto:timeotc@gmail.com)

# Calendar

Here our trade shows selection.

Discover all worldwide medical exhibitions at

[www.infomedix.it/calendars/tradeshows](http://www.infomedix.it/calendars/tradeshows)

## May

**14-17 05 2019**

**CMEF 2019 - ICMD 2019 -  
The 81st China  
International Medical  
Equipment Fair**

Shanghai - China

Organized by:  
Reed Sinopharm Exhibitions Co., Ltd.  
15th Floor Tower B, Ping An  
International Financial Centre  
No. 1-3, Xinyuan South Road,  
Chaoyang District  
Beijing - China 100027  
[www.cmef.com.cn/g1225.aspx](http://www.cmef.com.cn/g1225.aspx)

Venue: National Exhibition and  
Convention Center (Shanghai)  
Shanghai, China

[www.cmef.com.cn/g1250.aspx](http://www.cmef.com.cn/g1250.aspx)



**17-18 05 2019**

**Bulmedica - Buldental  
2019 - 53rd International  
Specialized Exhibition  
for human and dental  
medicine**

**Infomedix Booth  
Hall 2, Booth D23**

Sofia - Bulgaria

Organized by: Inter Expo Center  
Sofia, Bulgaria  
Phone: +35929655220 // +35929655279  
[iec@iec.bg](mailto:iec@iec.bg)  
<http://bulmedica.bg/en>  
Project Manager: Gabriela Lubenova  
Email: [g1ubenova@iec.bg](mailto:g1ubenova@iec.bg)  
Phone: +359 2 4013 279  
Venue: Inter Expo Center  
Add: 147, Tsarigradsko shose  
blvd

[www.bulmedica.bg](http://www.bulmedica.bg)

**17-18 05 2019**

**Expofarmacia 2019  
The 29th edition**

Buenos Aires - Argentina

Organised by: Focus Media  
California 2082 - 1 piso - Unidad D120 -  
C1289AAP Buenos Aires  
Phone: +54 11 4878-3628  
Email: [info@focusmedia.com.ar](mailto:info@focusmedia.com.ar)  
Website: [www.focusmedia.com.ar](http://www.focusmedia.com.ar)

Venue: Centro Costa Salguero  
Add: Av. Costanera R. Obligado  
y J. Salguero  
Buenos Aires  
Argentina/Modena - Italy

[www.expofarmacia.com.ar/  
expofarmacia/index.php](http://www.expofarmacia.com.ar/expofarmacia/index.php)

**14-17 05 2019**

**CMEF 2019**

Shanghai - China

**17-18 05 2019**

**BULMEDICA**

Sofia - Bulgaria

**19-23 05 2019**

**EuroMedLab 2019 -  
The 23rd IFCC-EFLM  
European Congress of  
Clinical Chemistry and  
Laboratory Medicine**

**Barcelona - Spain**

Organized by: MZ Congressi s.r.l.  
Member of the MZ International Group  
Via Carlo Farini 81  
20159 Milano - Italy  
Phone: +39 02 66802323  
Fax: +39 02 6686699  
info@euromedlab2019barcelona.org  
Venue: Centre de Convenciones  
Internacional de Barcelona (CCIB)  
Carrer Willi Brandt 11-14 - Barcelona,  
Catalonia 08019, Spain

[www.euromedlab2019barcelona.org](http://www.euromedlab2019barcelona.org)

**21-24 05 2019**

**Hospitalar 2019  
Infomedix Booth  
Red Pavilion 22-136**

**São Paulo - Brazil**

Hospitalar Fair and Congress  
Rua Padre Joao Manuel, 923  
6° andar  
01411-001 - Sao Paulo - Brazil  
Phone: +55 11 3897 6100  
Fax: +55 11 3897 6161  
international@hospitalar.com.br  
Venue: Expo Center Norte Exhibition  
Center  
Add: Rua Jose Bernardo Pinto, 333,  
Vila Guilherme  
Sao Paulo, Brazil

[www.hospitalar.com/en](http://www.hospitalar.com/en)



**21-24 05 2019**

**Hospitalar 2019**

**São Paulo**

**RELAXSAN**

**MEDICAL  
COMPRESSION  
STOCKINGS**



**FIME**

An Informa Experience

**Italian Pavilion  
Booth T 12**

[www.relaxsan.it](http://www.relaxsan.it)

**MADE IN ITALY**

## May

**28-30 05 2019**

### **Africa Health 2019**

Johannesburg - South Africa

Organised by: Informa  
Gubelstrasse 11  
CH-6300  
Zug - Switzerland  
Phone: +27 10 5008145  
Email: [africahealth@informa.com](mailto:africahealth@informa.com)

Contacts:  
Exhibition Director: Ryan Sanderson  
Email: [ryan.sanderson@informa.com](mailto:ryan.sanderson@informa.com)  
Sales Exhibitions Manager: Hazel Basilio  
Email: [hazel.basilio@informa.com](mailto:hazel.basilio@informa.com)

Venue: Gallagher Convention Centre  
19 Richard Drive, Midrand  
Johannesburg  
South Africa

[www.africahealthexhibition.com/en/home.html](http://www.africahealthexhibition.com/en/home.html)



## June

**05-07 06 2019**

### **Expomed Mexico 2019**

Mexico City

Organised by: Livemed,  
S.de R.L. de C.V.  
Av Constituyentes 908, Lomas Altas,  
11950 Ciudad de México  
Mexico

Contact: Rosario Garzón  
(Exhibition Manager)  
Email: [rosario.garzon@livemed.org](mailto:rosario.garzon@livemed.org)  
Phone: +52 152 55 1250 5580

Venue: WTC  
Mexico City

[www.expomed.com.mx](http://www.expomed.com.mx)

**28-30 05 2019**  
**Africa Health**  
**2019**

**18-20 06 2019**

### **Safety & Health Expo 2019**

London - United Kingdom

Contact person:  
Riley Lyutskanova  
(Customer Service Representative)  
Phone: +44 20 7921 8166  
Email: [shecustomerservice@ubm.com](mailto:shecustomerservice@ubm.com)

Venue: ExCeL London  
United Kingdom

[www.safety-health-expo.co.uk](http://www.safety-health-expo.co.uk)

**18-20 06 2019**  
**Safety & Health**  
**Expo 2019**

20-22 06 2019

**Beauty Eurasia**

**Istanbul**

20-22 06 2019

**Beauty Eurasia 2019 -  
15th International  
Cosmetics, Beauty, Hair  
Exhibition**

Istanbul - Turkey

Please contact: Ms Filiz Mehmedova  
(Event Director)  
Phone: +90 212 603 33 33  
filiz.mehmedova@beauty Eurasia.com

Venue: IFM / Istanbul Expo Center  
Istanbul, Turkey

<http://beauty Eurasia.com/en>

20-22 06 2019

**IDEA 2019  
International Dental  
Exhibition Africa**

Casablanca - Morocco

Organised by: Promunidi Srl  
Viale E. Forlanini, 23 - 20134 Milano  
Phone: +39 02 7006121  
Fax: +39 02 70006546  
Email: [info@idea-africa.com](mailto:info@idea-africa.com)  
Website: [www.idea-africa.com](http://www.idea-africa.com)

Venue: Hyatt Regency  
Casablanca  
Morocco

[www.idea-africa.com](http://www.idea-africa.com)



26-28 06 2019

**FIME 2019  
Abimo Pavillion  
Infomedix Booth X15**

Miami Beach, FL - USA

Organised by: FIME International Medical  
Exposition, Inc.  
3348 Seventeenth Street  
Sarasota, FL 34235 USA  
Phone: +1 941 366 2554  
Fax: +1 941 366 9861  
Email: [info@fimeshow.com](mailto:info@fimeshow.com)  
Contact person:  
Exhibiting and sponsorship opportunities  
Gil Alejo (Sales Manager)  
Phone: +1 941 554 3485  
Email: [gil.alejo@informa.com](mailto:gil.alejo@informa.com)  
Marketing and media partnerships  
Yasmin Coutain-Springer  
(Senior Marketing Manager)  
Phone: +971 4 407 2641  
Email: [yasmin.coutain@informa.com](mailto:yasmin.coutain@informa.com)  
General enquiries [fime@informa.com](mailto:fime@informa.com)  
Miami Beach Convention Center  
Miami Beach, Florida, USA

[www.fimeshow.com](http://www.fimeshow.com)

02-03 06 2019  
**IDEA 2019**

**Casablanca**

26-28 06 2019  
**FIME 2019  
MIAMI**

## July

**03-05 07 2019**

### **BioPharma Expo 2019 - PharmaLab Japan 2019**

Tokyo - Japan

Organised: Reed Exhibitions Japan Ltd.  
18F Shinjuku-Nomura Bldg.,  
1-26-2 Nishishinjuku, Shinjuku-ku,  
Tokyo 163-0570 Japan  
Phone: +81 3 3349 8509  
Fax: +81 3 3349 4922  
Email for exhibiting:  
biopharma@reedexpo.co.jp  
Email for visiting:  
visitor-eng.bio@reedexpo.co.jp  
Venue: Tokyo Big Sight  
Tokyo, Japan

[www.biopharma-expo.jp/en](http://www.biopharma-expo.jp/en)



**16-18 07 2019**

### **Indian Pharma Expo 2019**

New Delhi - India

Organised by: CIMS Medica  
Mr. Alok Sharma  
Phone: +91 22 66122612/627  
Mobile: +91 9819224222  
Email: [ipe@cims.co.in](mailto:ipe@cims.co.in)

Venue: Pragati Maidan  
Hall no. 12-A  
New Delhi  
India

[www.indianpharmaexpo.com](http://www.indianpharmaexpo.com)



**17-19 07 2019**

### **MHS 2019 - International Modern Hospital Show**

Tokyo - Japan

Organized by: Japan Hospital Association  
Nippon Omni-Management Association  
(NOMA)  
3-11-8 Sendagaya  
Shibuya-ku  
Tokyo 151-0051  
Japan  
Phone: +81 3 3403 8615  
Fax: +81 3 3403 5716  
Website: [www.noma.or.jp/default.a](http://www.noma.or.jp/default.a)

Venue: Tokyo Big Sight - East Hall  
Tokyo - Japan

<https://noma-hs.jp/hs/2019>





**20-22 07 2019**

**Turkmen Health 2019 -  
International Exhibition  
and Scientific Conference**

Ashgabat - Turkmenistan

For General Inquiries  
Phone: +90 212 272 61 62 (ext 106)  
Fax: +90 212 355 07 53  
Email: [info@turkmenhealth.com](mailto:info@turkmenhealth.com)

Venue: CCI Turkmenistan Building  
Chandybil Street  
Ashgabat  
Turkmenistan

<http://turkmenhealth.com>

**23-24 07 2019**

**Global Nursing and  
Healthcare Education**

Singapore - Singapore

Organized by:  
CientificGroup  
#0909 Golden Wall Center,  
89 Short Street,  
Singapore, 188216  
Phone: +65 3165 4229  
Email: [nursingmeetings@cientific.org](mailto:nursingmeetings@cientific.org)

Venue: Holiday Inn Singapore Atrium  
317 Outram Rd  
Singapore 169075

[www.globalnursingconferences.com](http://www.globalnursingconferences.com)



**28-30 07 2019**

**Cosmoprof North America  
Las Vegas 2019 -  
17th Edition**

Las Vegas, NV - USA

If you have questions about Cosmoprof  
North America, please contact us at:

Toll Free: +1 800 468 2274  
Outside US Phone:  
+1 480 281 0424 x 3445  
Email: [info@cosmoprofnorthamerica.com](mailto:info@cosmoprofnorthamerica.com)

Venue: Mandalay Bay Convention Center  
Las Vegas, NV  
USA

[www.cosmoprofnorthamerica.com](http://www.cosmoprofnorthamerica.com)



**August**
**01-03 08 2019**
**Vietnam Medi-Pharm  
2019 - Dental Vietnam  
2019**
**Ho Chi Minh City - Vietnam**

Organised by: National Trade Fair & Advertising JSC (VINEXAD)  
Address: 9 Dinh Le St., Hanoi, Vietnam  
Phone: +84 90 4811648  
Fax: +84 24 37911864  
Email: [contact@vinexad.org.vn](mailto:contact@vinexad.org.vn)  
Website: [medipharma.vinexad.org.vn](http://medipharma.vinexad.org.vn)

Venue: Saigon Exhibition & Convention Center (SECC)  
Ho Chi Min City  
Vietnam

<http://hcm.medipharmexpo.com/en>

**September**
**11-13 09 2019**
**Medical Fair Thailand  
2019**
**Bangkok - Thailand**

Messe Duesseldorf Asia Pte Ltd  
3 HarbourFront Place, #09-02  
HarbourFront Tower Two  
Singapore 099254  
Phone: +65 6332 9620  
Fax: +65 6337 4633 / 6332 9655  
Email: [medicalfair-thailand@mda.com.sg](mailto:medicalfair-thailand@mda.com.sg)

Project Manager: Daphne Yeo  
Phone: +65 63329620  
Email: [daphne@mda.com.sg](mailto:daphne@mda.com.sg)

Venue: BITEC  
Bangkok  
Thailand

[www.medicalfair-thailand.com](http://www.medicalfair-thailand.com)

**October**
**15-17 10 2019**
**ARM 2019 - Annual  
Radiology Meeting in UAE**
**Dubai - United Arab Emirates**

Organized by: Index Conferences & Exhibitions  
General information:  
Andrea Barretto  
Email: [info@radiologyuae.com](mailto:info@radiologyuae.com)  
(Operations Manager)  
Phone: +971 4 520 8907  
Mobile: +971 50 476 2417

Venue: Dubai International Convention & Exhibition Centre (DICEC)  
Dubai  
UAE

<https://radiologyuae.com>


**11-13 09 2019**
**Medical Fair  
Thailand 2019**

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2A Jalan Stesen Sentral 2, KL Sentral  
50470 Kuala Lumpur, Malaysia

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