

SLE News



Turkish Delight!

Our biggest order ever...



Brian Logan in our Materials Despatch Department preparing the first of three shipments for despatch to Turkey.

Congratulations this issue must go out to Ertunc Ozcan, our long term (and highly successful) partner in Turkey who in April 2011 successfully negotiated a contract to supply over 300 units of the SLE2000 across two government contracts. This represented the single largest unit order in the history of SLE, and one that had a very tight delivery deadline.

Some careful pre-contract planning ensured that we were able to deliver on the contract by July 2011, by land and air (!) for installation across Turkey.



Ike Ugbah in our Test Department assembling one of the 300 machines ordered.

The large number of units underlines the ongoing and growing role that developing markets such as Turkey play in the business mix of SLE. The country itself is investing heavily in healthcare, and we were thrilled to be part of that. It comes as no surprise that Ertunc Ozcan were our best performing overseas distributor in the recent end of financial year analysis, in both units and revenue.

A special mention must be made of the extreme hard work by our manufacturing and technical staff who invested huge amounts of time and effort into building all 300 units in the time allocated for the delivery.

Left: Mark Catlin in SLE's Materials Despatch Department helps to fill the second lorry load.
Below: Shelves full of SLE2000's waiting to be boxed



Product Updates



The N5402 reusable sensor

In June SLE announced the availability of a new Reusable Flow Sensor, the N5402. Offering outstanding stability and durability the N5402 was also lighter (at 7.5 g) than the previous version whilst offering the same minimal dead space (of 0.8 ml).

Now, we are pleased to announce the launch of a new Single-Use flow sensor, the N5302.



The N5302 Single-Use sensor

Manufactured to the same design as the Reusable Flow sensor, the N5302 has the same dead space and weight whilst clear polycarbonate allows for easy visualisation of contaminants.

It is available in packs of five (N5302/5) and fifty (N5302/50) from stock.

More space coming...

Our recent growth has meant that there has been a shortage of space in some departments. As a result of this it has been decided to install a new Mezzanine floor in Unit 7.

Work has started to clear the site behind Unit 7 before the refurbishment work itself can commence. This is all on schedule, although the recent storms have done their best to delay us.

The refurbishment will provide significant additional space in the form of a new first floor in unit 7. These plans have been submitted to the planning authority at Croydon Council for approval.

SLE wins (again)!



Some representative SLE staff at the South London Business Awards in June.

Croydon has proved it is home to some of London's best businesses after two of its top companies won awards at the recent South London Business Awards.

SLE was one of them, and won Best International Business at the prestigious South London Business Awards, which were held in association with HSBC and organised by South London Business.

This is the second year running that SLE has won the award, and there were many surprised and pleased faces on the SLE table.

The awards were presented in front of an invited audience of 500 businessmen and women at the South London Business Gala Dinner and Awards ceremony held at the Park Plaza Riverbank on Thursday, June 23rd.

Bernard Nelligan from SLE said: "I am so pleased we have won this. It's great that international manufacturing in the UK can get recognition for this."

Presenting the award was Julian Hayes from DHL International (the category sponsor) who said: "SLE helps dispel the myth that we don't make things in this country or indeed South London anymore. SLE exports to over 70 countries and is now looking to break into Brazil and the US. They also work with local schools to enthuse young people about manufacturing and engineering."



It has been an exciting year for everyone at SLE. In July we completed our most successful financial year to date and it included our largest single individual order ever - for Turkey. (See the front page).

Throughout the whole of last year and continuing as we go forward, we have a programme of investing in staff and we have a number of new, additional members to our team with more to join shortly. The emphasis of our investment was in our development and engineering departments where we have increased the number of design engineers by more than 50%.

In order to accommodate the growth in staff we have also started a programme of investment in facilities with work beginning on the Selsdon Road estate to increase space available for technical facilities. A building project is underway that will take a few months to complete but will provide several thousand square feet of additional space.

None of the growth that we've witnessed this last year would have been possible without both the great set of partners that we have throughout the world and the excellent SLE staff who work so well with our distributors.

The wonderful work of our distributors is much appreciated and our continued focus is to support them better with new and enhanced products along with better sales, clinical and technical support. I hope to have the opportunity to see many of our distributors at the various exhibitions, clinical workshops and visits being planned for in the forthcoming months.

Bernard Nelligan
Managing Director



Barbara preparing for filming

New Training DVD

Keen to understand more about how your SLE4000 or SLE5000 works?

Would you like to have a quick refresher in setting up various modes?

Then the new SLE DVD is just what you need. In sixteen sections it offers help and advice in setting up and using SLE4000 and SLE5000 ventilators.

Presented by Barbara Pilgrim, one of SLE's Clinical Specialists, it features a no-nonsense approach to using the ventilator, covering all aspects of setting modes and their application.



The DVD is available now from Customer Services, part number Y5000/DVD/001 for £39.00.

Happy Anniversary Mike and Eileen!



The longest serving Director of SLE, Mike Donovan, along with his wife Eileen, celebrated their 50th Wedding Anniversary in August.

Entirely appropriate for Mike the celebration was held at his beloved Croham Hurst Golf Club and it was here that colleagues from SLE joined Mike and Eileen

along with their friends and family to celebrate this auspicious milestone.

Mike has been part of SLE for over 35 years and has been a guiding light through our various models of SLE ventilator. Throughout the whole of this time Eileen has supported him through all of these years of dedicated service.

It is a wonderful achievement and also a blessing to reach and celebrate 50 years of marriage. Everyone at SLE sends Mike and Eileen their sincere and heartfelt congratulations and we wish them many more happy years together.

On the roads of Burgundy!

This year, the SLE team (Martin Percy, Colin Graham and Fred Bauer) participated in the "Courir pour la paix" on the last Saturday in July, a charity cycle organised by our Japanese distributor Mr SATA in support of the recent Tsunami in Japan.

Both scenery and weather were perfect with 560 participants cycling on the roads of Burgundy, France.

Martin and Colin both finished the 110 km just above the 4 hours mark, while I barely survived the 70 km circuit.

The rest of the day passed quickly, recovering, and with everyone in good spirits before having to face the 11 hours drive back to London (with no possibility of escaping the 8 hours of cricket played on the radio).

Fred Bauer



← Colin practising on his own.



↑ Fred, in the lead?

→ Martin showing the way to go...

↓ All ready for the off...



SLE's "Continued Education Program"

During the last six years SLE, together with Professor Peter Rimensberger, have been running a course 'Improving Mechanical Ventilation in Infants and Neonates'.

Initially this was held in Germany, but due to its success we started taking the course to other countries in Europe, Russia, India, the Far East, South America, and North Africa. These courses have been a huge success.

Professor Rimensberger's time has become much more limited recently, so the decision was made to design a course to teach selected Neonatologists and Paediatric Intensivists from various regions. In turn they will be able to teach the course in their own regions under the help and guidance of the clinical department at SLE.

The course has now been divided into two separate courses. The first course will, usually, form part of a pre-congress workshop or regional meeting.

Topics such as: Basic Pulmonary Mechanics, Gas Exchange, Noninvasive Monitoring, and Modes of Ventilation.

A basic understanding of Lung Protective Ventilation is also covered in this course. This course will be aimed at Neonatal, Paediatric and Adult Intensivists, Anaesthesiologists, Residents and Fellows, ANNPs and Specialist ICU Nurses and Respiratory Therapists.

Attending this course will be a prerequisite for attending the Advanced Ventilation and the 'Open Lung Concept' two-day course which will continue to be an *in vivo* course. This course will be delivered by a regional 'teacher' and involves an *in vivo* lab. The objectives of this course will be to teach Lung Protective Ventilation by using the Open Lung Concept and to give the attending clinicians 'hands on' experience, correct monitoring to aid in the successful use of the Open Lung Concept, to recognise associated problems by clinical observation and understanding what the ventilators are showing.

By introducing the 'Teach the Teacher' training we continue to promote improved ventilation and thereby improving the outcomes of our infants.

Barbara Pilgrim

International Round Up

The end of another financial year has brought a new set of records in both the number of units sold and the revenue generated. I can report a growth of more than 5% (to £12.5 m) over last year in revenue, and a total of over 1000 ventilators sold in the period August 2010 to July 2011.

Our top ten overseas markets (by revenue) this year were:

1. Turkey
2. China
3. Japan
4. Russia
5. India
6. Thailand
7. Saudi Arabia
8. Australia
9. Mexico
10. Qatar

Thank you to all our overseas partners who have helped us to deliver such a good year's figures; It's a tough economic climate in many parts of the world right now, governments are cutting healthcare budgets and hospitals are curbing spending, despite these challenges our partners continue to seek out excellent opportunities for SLE products. Many thanks for your support.

I would like to welcome some new partners to the mix. Trimed, who sold the first SLE5000 in Bulgaria this summer. We also sold our first two SLE5000's to Georgia through the company AMTS. In Northern Italy we have begun working with BEST Medical in Turin; Welcome aboard to you all.

Some new staff have joined us this year to further assist in overseas distributor support and sales. Nadine Ayoubi joined us in May 2011 as the Regional Manager for Europe and Canada. Catherine Aguenier joined us about the same time as Clinical Applications Specialist (Asia Pacific/Gulf/N. Africa).

Both appointments bring in much needed language skills as well as specific distributor support experience. This is a reflection of the value we recognise of having a specific contact person for your specific business support needs, and to further support with this, both Catherine and Nadine have 2nd and 3rd languages.

We look forward to the challenges of a new financial year, we have set an ambitious target that expects to see growth in many areas, and this is supported with the introduction of the SLE1000 and nCPAP generator system. A great product that has had some early successes in UK, Norway, France, Russia, Malaysia and India amongst others.

Martin Pearcy



The new Al Wakrah Hospital

Medical, Surgical, Obstetrics, Gynaecology and a Children's Ward, plus a specialist Neonatal Unit in a seven story central block. SLE was chosen to supply twelve SLE5000's and ten Inosys Nitric Oxide systems to the new Neonatal Unit.

Meanwhile, in Bahrain, the new Hamad Hospital has also opened a brand new Neonatal Unit with fifteen SLE5000's, seven SLE1000's and two Inosys Nitric Oxide systems.

Fuad Ramadan

Middle East Update

The Middle East has also seen a very successful year, with the new Al Wakrah Hospital opening in Qatar. The new hospital provides state-of-the-art Medical and Surgical facilities to the southern area, including Al Wakra and Mesaed. The facilities contains



Santiago, Chile Technical/Clinical Course June 2011

In June 2011 the second Latin American Technical Training course took place in Santiago de Chile. Attendees were from Mexico, Argentina, Peru, Uruguay, Ecuador and Chile (host).

It's always good to get regional distributors together to discuss technical issues, we can all learn from each other, and that includes the manufacturer.

The main aims of the course were to introduce SLE products to newer distributors and reinforce their knowledge-base with the more established partners... and... for some of us to practice our Chilean dancing!

We would like to thank Patricia and Eber at PM Consulting for hosting the event and making the event run so smoothly.

Colin Graham



Montevideo meeting

Above is a photograph of the symposium about HFV in Sheraton Hotel in Montevideo at the end of last year, with the "Sanatorio Americano" support in Uruguay.

The conference was very good, everybody enjoyed Dr. Diana Fariña's (from the children hospital in Argentina) presentation.

A lot of people came (for a small market such as ours, it was really a lot).

Nowadays we are programming several demos in different hospitals in Montevideo and in the country (summer holidays is not an easy season).

Thank you SLE, for your support.

Pablo Benitez



New Contacts:



Catherine Aguenier

Clinical Application Specialist

As a nurse I worked for 10 years in A&E and ICU units in France. In 1998, I moved to Singapore where I worked as a flying nurse for 8 years before joining Hamilton Medical. In 2010 I relocated to Bangkok. In my free time I love travelling, being surprised by new cultures, customs, landscapes and tasting new cuisines. Books are always my companions during my trips.



Nadine Ayoubi

Regional Business Manager - Europe

Prior to joining SLE I was Sales & Marketing Manager for an International medical device manufacturer; managing the distribution network throughout most of Europe, Middle East and Asia. Originating from Vancouver in Canada, I lived in Cyprus, Montreal and The Netherlands before settling in the UK. Some of my hobbies include yoga, running, cooking and languages.



Fred Bauer

Senior Quality Engineer

I came to the UK 12 years ago from France and have been working in the medical field for 10 years as both an Electronic Engineer and a Test Engineer in diathermy, operating tables and Oncology. I was a Quality Assurance Engineer for 4 years before joining SLE. I enjoy badminton, fencing and riding my motorbike.

Other staff changes:

We are pleased to welcome:

Sterling Muir

Production Assembler

Christine Harty

Production Assembler

Seena Pereira

Production Assembler

Jeremy Strugnell

Production Assembler

Andrew Careswell

Test Engineer

William Walsh

Stores Administrator

Sarah Burton

Progress Chaser/Administrator

Version 2.5 software for the SLE1000



Lined up, and ready to go...

The latest version of software for the SLE1000 nasal CPAP driver, version 2.5 will shortly be released and will be available as an upgrade to existing units.

The new software features a number of 'tweaks' and changes to the SLE1000 in respect of customer feedback and makes the SLE1000 even easier to use.

Brochure Update:

All SLE brochures are now available in packs of 10 and are easy to order using dedicated part numbers.

How To's ...

Our useful 'How To Guides' ... are now available in both English and Spanish.

The SLE1000 brochure is also now available in Russian and Italian. The INCA brochure is now available in Russian.

Coming soon ... SLE1000 in Norwegian, SLE4000 in Spanish, SLE5000 in Italian.

All brochures are available to download, in PDF format, from the SLE web site. Please contact us if you would like to discuss brochure and literature availability in other languages. Orders for brochures can be placed via your Customer Services Advisor.

New Product News

Westmed Neo-Pod 'T' (UK only)

A transport humidification system designed to deliver heated and humidified gasses during transport for the intubated patient.

The Neo-Pod 'T' is compatible with most types of transport ventilator/incubator combinations and is available for UK sales only.

Fisso Patient Circuit Arm

The Fisso Patient Circuit Arm is ideal for use with the SLE4000 and SLE5000. Being easy to position it can be fixed in placed securely and rapidly. SLE part number: N6627/212.

Medin Miniflow nCPAP Generator

Designed for use with any ventilator including the SLE4000 & SLE5000. It is quiet and simple-to-use offering a seamless transition from ventilation to nasal CPAP. Medin Miniflow starter pack: Z1026/MNF/001

Technical Training Courses 2011

Code	Date	Product Course
505	17th to 19th October	SLE5000 & SLE1000
506	14th to 16th November	SLE5000 & SLE1000



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Meet SLE at:

European Society for Paediatric Research

10th to 14th October 2011
Newcastle, United Kingdom

Medica

16th to 19th November 2011
Düsseldorf, Germany

Arab Health

23rd to 26th January 2012
Dubai, United Arab Emirates



Arab Health, January 2011, Dubai