

## *Trade Topics – August 2003*

As promised by Mike Green last month, exciting things have been happening at Viasys Australia.

“July has bought about some changes, first and foremost is our name change.

Viasys Australia has joined with our sister company Anaesthetic Supplies Pty Ltd and both companies will now be known as Mayo Healthcare Pty Ltd. Please see attached letter for further information, or please do not hesitate to contact me on (02) 9700 9996. What this means is that we can work together to improve services and support as well as expanding our range of equipment and supplies.

The other exciting news (well for us anyway...) is that Charles Berry and Caroline Lamb have had a change of roles. Both Charles and Caroline have worked as product specialists, however along with the name change, we have redefined roles to suit your needs. In doing this, Caroline is now National Sales Coordinator and will be looking after all aspects of sales, while Charles has now become National Clinical Specialist with more focus on providing training and education, both at basic and advanced levels. Charles will also be involved in sales support.

As always, if you have any questions or concerns, please do not hesitate in contacting any of us:

- Tom Nash - Divisional Manager (07) 3847 8011
- Mike Green - Product Manager (02) 9700 9996
- Charles Berry - National Clinical Specialist (02) 9700 9996
- Caroline Lamb - National Sales Coordinator (07) 3847 8011

Thanks,

Mike Green

Product Manager

Diagnostic Division

Mayo Healthcare Pty Ltd

(Formerly Viasys Australia)

A division of The Mayo Group

A [letter](#) is attached outlining the new arrangements. We wish Mike and his team well in their guise.

Matt van Heerden sent information regarding some new equipment from PDS.

Technipro will soon be introducing the KoKo Mate.

This spirometer brings portability and simplicity to a new level. The KoKoMate Spirometer is a hand-held portable device capable of performing both pre- and post-bronchodilator forced expiratory manoeuvres and calculating the standard spirometric indices used to determine severity of airway obstruction. The KoKoMate has been designed to meet the Office Spirometry\* guidelines published by the National Lung Health Education Program (NLHEP). The testing is simple, the quality assurance messages are in plain language, and the interpretation is straightforward. In addition to operating on its own, it expands the capability of the PC-based KoKo Spirometer by providing a handheld portable unit, which can be used for remote testing and then be brought back for downloading or printing.

- For users needing a simple hard copy report showing both Flow-Volume and Volume-Time graphs, an optional wireless printer cradle connects directly to a standard office printer.

- A powerful option of the KoKoMate is the ability to send test results and graphics to the KoKoPFT spirometry software for advanced data manipulation, storage, reporting and trending.
- The KoKoMate utilizes a disposable pre-calibrated flow tube. The flow tubes are individually packaged and are for single patient use only. An optional non-disposable flow tube is also available.

\* "Office Spirometry for Lung Health Assessment in Adults - A Consensus Statement From the National Lung Health Education Program" (Chest 117(4):1146-1161

A sample report can be seen at <http://www.pulmonarydata.com/kokomatesample.htm>

McGraw Hill have written to remind me that they have the David Johns & Rob Pierce **Pocket Guide to Spirometry** available. This book was endorsed by ANZSRS earlier this year. They also advised about two other new books that may be of interest to some members. **Asthma at your Fingertips** by Dr Ian Charlton adapted specifically to the Australian environment and a book due for release this month called **COPD in Primary Care** edited by Dr John Fardy which is a resource manual for GPs and nurse practitioners. For further information contact Thu Nguyen, Associate Editor, Medical Publishing McGraw-Hill Australia phone 02 9900 1901.e-mail [thu\\_nguyen@mcgraw-hill.com](mailto:thu_nguyen@mcgraw-hill.com)

*Kevin*