

Tokyo, July 15 - 17, 2009

CDI booth at Tokyo Modern Hospital Show

The Tokyo Modern Hospital Show, one of the largest trade exhibitions in the field of pharmaceutical products and medical devices, equipment and services took place from July 15th to July 17th. App. 350 companies participated and CDI represented 3 companies that are expanding their operations to Japan:

- Donor, a device for post-operative autologous blood reinfusion system
- Osprey DeepClean, a method for sterilization through dry steam of surfaces, e.g. in hospitals and operation theatres
- UVGI, a method to sterilize air, e.g. in hospitals

The three companies are industry leaders in their field and sell their state-of-the-art equipment / technology with success in various countries. The aim to participate in the Tokyo Modern Hospital Show is to identify suitable distributors in Japan for each of these products.

Donor (picture below left) has developed a device to “reinfuse” a patient’s blood, in particular, after orthopedic operations: through an ingenious technology, the blood is sucked into a vacuum vessel which allows the blood to be expelled back into a venous drip. Before it enters the drip chamber it will be filtered; wound tissue, fat particles, white blood cells and C3 are all filtered out by the USA Pall blood filter. Subsequently, the plasma, red blood cells and thrombocytes re-enter the venous blood stream of the patient. Big advantages are: patient’s own blood is used, so less risk for metabolic disturbance, easy to use, no electricity through its vacuum technology and cost saving. Donor devices have been FDA approved and have CE marking. Approximately 50.000 units have been sold worldwide.

Osprey DeepClean (picture below center) has developed a series of devices for infection control and the fight against MRSA and other so called superbugs, two of the biggest concerns within today’s medical and healthcare environments. Its steam technology has been the subject of independent, scientific, bactericidal efficacy and healthcare environment studies, conducted by the University College London Hospitals (UCLH) and tested by TNO, the Dutch Institute for applied Scientific Research. With an international presence across Europe, North America, Australia and South Africa, Osprey DeepClean is the world’s leading steam cleaning provider. Japan is one of the target countries for its next launch.

UVGI Systems (picture below right) has developed the world’s first high performance, reliable UVGI equipment that kills 99,99% of most viruses and bacteria in one pass. Biological contaminated air is an enormous and growing problem and the rapid spread of SARS, secondary hospital infections and sick building syndrome are only a few problems that can all be significantly reduced or prevented by sterilizing the air we breathe. UVGI has its systems installed in numerous hospitals in the UK, but also in e.g. Dubai.

Last year, Donor and Osprey have been introduced by CDI to Tokuda Hospital Sofia (Bulgaria), a subsidiary of the Tokushukai Group, one of the largest hospital groups in the world. This has resulted in equipment sales by Donor and Osprey, including training for the hospital staff. Tokuda Hospital Services, the procurement arm of Tokuda Hospital Sofia, has been appointed by Donor and Osprey as their sales representative in Bulgaria and other East European countries. UVGI has been introduced to Tokushukai recently.

