

ENDOCHOICE  
BOOTH NUMBER 105

## RESCUE RETRIEVAL DEVICES

- OPTIMAL MANEUVERABILITY
- SUPERIOR GRASPING POWER

From left to right:

- Rescue Rat Tooth Grasping Force
- Rescue Combo - Rat Tooth / Alligator Grasping Forceps
- Rescue Alligator Grasping Forceps



**rescue**  
Retrieval Devices

ENDOCHOICE  
Koala Sponge



## KOALA SPONGE

LOVE YOUR SCOPES WITH THE KOALA SPONGE

- ABSORBENT SPONGE CELL TECHNOLOGY TO REMOVE HARMFUL BIO-BURDEN FROM ENDOSCOPES
- ERGONOMICALLY SHAPED DESIGN TO ENSURE FULL CONTACT ON INSERTION TUBES

## CINCHPAD

- LEAK-PROOF CONTAINMENT TO ELIMINATE BIO-HAZARD RISKS
- COMPLY WITH SOCIETY GUIDELINES FOR ENDOSCOPE TRANSPORT



Features: flexible drape size, absorbent pad, strong leak-proof liner, transport container and cinching cords

InstantSetup. Easy transport.



## SAFE START

CONVENIENT PACK DESIGNED TO MEET THE INITIAL STEP IN THE REPROCESSING PROTOCOL (BEDSIDE).

SafeStart consists of a 16 oz bowl and a Koala Plus Pure enzymatic sponge. SafeStart CP provides all of the SafeStart benefits, along with the added safety of the CinchPad.

**safestart**



## BAND LIGATOR

Cobra Medical now supplies EndoChoice band ligators, which come with seven preloaded bands. There are different versions that are compatible with Olympus, Fujinon and Pentax endoscopes.

**autoband**  
Band Ligator



- Snap Fit Applicator
- Secures the device to the scope providing stability and control
- Automatic Return
- Consistently deploys one band at a time
- Prevents inadvertent multiple band deployment
- 7 Braid Trigger Wire
- Provides controlled band deployment
- Provides optimal tactile feel upon band deployment
- Super Clear Vision Barrel Cylinder with 7-Preloaded Bands
- Barrel provides unimpeded view of lesion
- Bands provide optimal tension around lesion
- Bands are available in LATEX and NON-LATEX (8.6 - 11.5 mm - Olympus & Fujinon & Pentax Compatible Gastroscope

## COLUMN

Jim Sannes



Cobra Medical was established in 1998 in Groningen, the Netherlands. Since then our single most important aim has been to serve the interest of the patient. Thanks to this philosophy our company has grown rapidly over the last 14 years.

We employ a team of 14 staff and are one of the most dynamic companies in our industry. This is also one of our strengths. We know many of our clients personally. The fact that we communicate directly with our clients is clearly very much appreciated.

We originally started out selling Kimberly-Clark MIC enteral feeding tubes. Now, in 2012, we are proud to be able to offer a wide and impressive range of products in the fields of gastroenterology, radiology, (breast) biopsy, pulmonology, urology and gamma detection.

We expand our product range in response to your requests! By continually adding new products, we aim to create a product range that is as complete as possible and to offer you a wide choice within each product group. Our suppliers play an important part in this process. So does good communication all round. For it is your requirements that form the basis for new and improved products.

Hence, among other things, Medi-Globe is working hard on the further development of its EUS needles. [Go straight to page 2!](#)

There are also exciting developments at Kimberly-Clark, but we cannot reveal too much at this stage. Be sure to keep an eye on our website [www.cobramedical.com](http://www.cobramedical.com) for more information in due course!

Our suppliers are always open to suggestions and they have also shown that they actually incorporate all of the ideas for improvements. Christoph Leufen of Leufen Medical is a good example. He has recently invested considerable energy in improving his self-expanding nitinol stents. Needless to say, he didn't do this alone, but with the help of feedback from the physicians who insert the stents. In other words, you. [The new Leufen Medical brochures have just come in! Feel free to request a copy!](#)

One of our new suppliers is EndoChoice. Their products complement and augment our existing product range and include a band ligator among other things. In this mini-magazine we provide a brief overview of their product range. [Go straight to page 4!](#)

If you would like to know more, please don't hesitate to contact us. Our product specialists will be happy to help!

Jim Sannes

Managing Director Cobra Medical BV

## COBRA MEDICAL IN A NUTSHELL:

- ▶ Cobra Medical is specialised in patient-friendly solutions.
- ▶ We offer a broad line of products, among others in the field of Gastro-enterology and enteral feeding.
- ▶ Cobra Medical's service goes beyond simply the supply of our products. Actually, that's just where it starts!
- ▶ Cobra Medical particularly values the good medical training and broad work experience of its staff.
- ▶ One thing is absolutely clear to everyone in our organisation: your interests as a user or care provider.
- ▶ We offer products of the following suppliers (in random order): Kimberly-Clark, Medi-Globe, Leufen Medical, EndoChoice, Medovations, ConMed, Allwin Medical, Terumo, Vygon, MedItalia and Endoss.

### MEDI GLOBE BOOTH NUMBER 52



Medi-Globe produces a complete range of disposable products, mainly for endoscopy and echocardiography procedures. In this mini-magazine we describe the new EUS needle. [Go straight to page 2!](#)

### KIMBERLY CLARK BOOTH NUMBER 84



Read all about Kimberly-Clark on [page 3!](#)

### BOOTH NUMBER 105

ANOTHER NEW ADDITION TO OUR RANGE:



**THE PRODUCTS OF ENDOCHOICE**

EndoChoice, Inc. is a platform technology company providing devices, diagnostics and procedural support for specialists treating a wide range of gastro-intestinal (GI) diseases. EndoChoice delivers a proprietary portfolio of GI products and services, which are distributed in 30 countries worldwide.

Your input is valuable! We would like to draw your attention to a session during UEGW 2012, hosted by Kimberly-Clark. Kimberly-Clark is working to enlarge the current product portfolio and would like to invite top GI clinicians to attend this round table symposium, which is scheduled for October 23rd 2012, from 17:00 until 19:30 in Amsterdam, parallel to the Congress activity. If liver diseases have your interest, and you want to contribute with your ideas, please contact our account managers Anja Westerhof or Marco Kropman on +31 50 5280 498.



On Saturday 20 oktober 2012 from 15:30 until 17:00, the Dutch organisation V&VN (Verpleegkundigen & Verzorgenden Nederland) organises a workshop 'Nutrition - PEG tubes'. The workshop takes place in hall G107. Subjects include **PEG care in the Netherlands, PEG tube related complications, Percutaneous Endoscopic Jejunostomy and PEG versus G-tube placement on the GE department.**

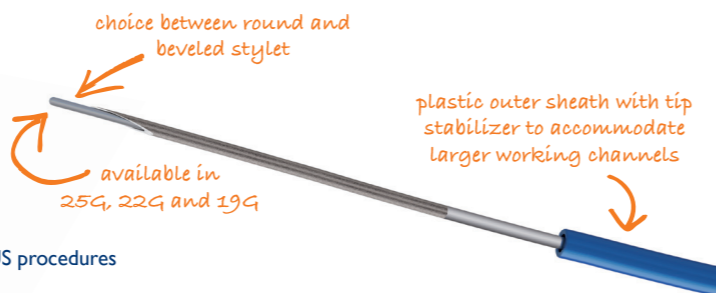
# MEDI-GLOBE

Medi-Globe GmbH is a subsidiary of the German-American Medical Technology Group, Medi-Globe Corporation. Our parent company, Medi-Globe Corporation is engaged and holds a vested interest in the strategic business segments of gastroenterology and urology. Sales Manager **Martin Kropf** would like to draw your attention to the new SonoTip Pro Control needle and the range of cleaning brushes.



**Medi-Globe**  
The Spirit of Care™

## SONOTIP PRO CONTROL EUS NEEDLE



### TWIST-LOCK TECHNOLOGY FOR SHEATH AND NEEDLE LENGTH ADJUSTMENTS

> Offering physician controlled one hand operation EUS procedures

### ERGONOMICALLY SHAPED STURDY HANDLE DESIGN

> Powerful puncture in tight lesions and optimized for a large variety of puncture techniques

### SPECIALLY TREATED NEEDLE

> Superior needle visibility and precise & smooth needle projection

### UNIQUE SHEATH STABILIZER

> Controlled needle advancement in large channel scopes

### LUER LOCKING NEEDLE AND STYLET

> Secure needle and stylet tip positioning

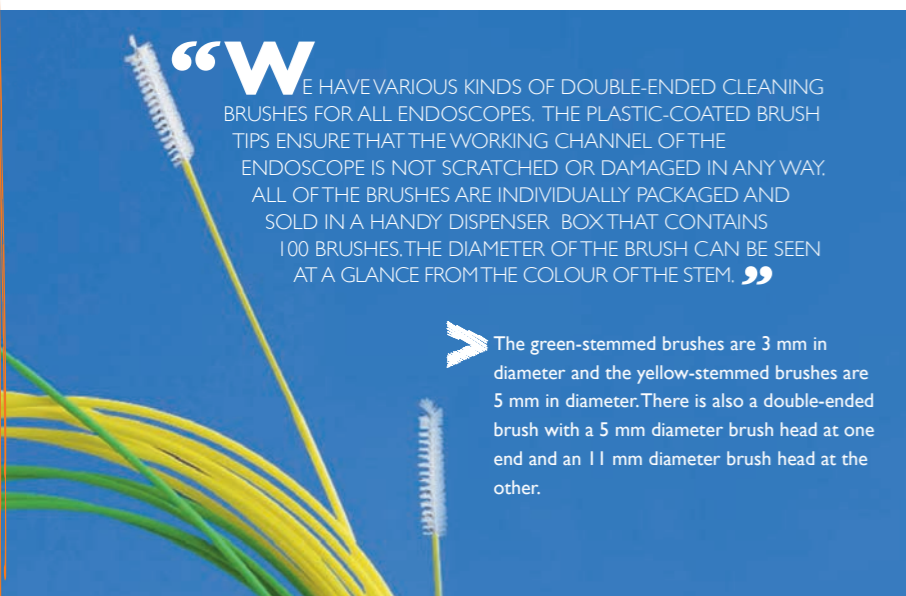
### NEEDLE LENGTH ADJUSTMENT (0 – 8.5 CM)

> Variable needle projection

“The SonoTip Pro Control EUS needle is the successor to the needle used in the Sonotip II system brought out in 2009 and contains several important new features in terms of design and technology. One of the improvements is the way the sheath length can be adjusted via the handle. The new twist-lock system makes it possible to operate the needle with one hand. Furthermore, the metal spiral has been replaced by a blue plastic sheath, which is highly visible on the endoscopic image and ensures that the needle passes smoothly through the working channel of the endoscope. The 22 and 25 gauge needles have thicker tips for even greater stability. An uncoated nitinol guide wire is available for the 19 gauge needle.”

## YELLOW & GREEN

THE GUS-33-SERIE OF EUS NEEDLES IS NOW AVAILABLE AND CAN BE SEEN AT THE MEDI-GLOBE STAND BOOTH NUMBER 52



“WE HAVE VARIOUS KINDS OF DOUBLE-ENDED CLEANING BRUSHES FOR ALL ENDOSCOPES. THE PLASTIC-COATED BRUSH TIPS ENSURE THAT THE WORKING CHANNEL OF THE ENDOSCOPE IS NOT SCRATCHED OR DAMAGED IN ANY WAY. ALL OF THE BRUSHES ARE INDIVIDUALLY PACKAGED AND SOLD IN A HANDY DISPENSER BOX THAT CONTAINS 100 BRUSHES. THE DIAMETER OF THE BRUSH CAN BE SEEN AT A GLANCE FROM THE COLOUR OF THE STEM.”

> The green-stemmed brushes are 3 mm in diameter and the yellow-stemmed brushes are 5 mm in diameter. There is also a double-ended brush with a 5 mm diameter brush head at one end and an 11 mm diameter brush head at the other.

“IN ADDITION TO THE BRUSHES THAT ARE DESIGNED TO CLEAN ENDOSCOPES WE ALSO HAVE A VALVE CLEANING BRUSH THAT CAN BE USED TO CLEAN BIOPSY VALVES, WITH A 5 MM DIAMETER BRUSH HEAD AT ONE END AND A 12 MM DIAMETER BRUSH HEAD AT THE OTHER. THESE BRUSHES CAN BE IDENTIFIED BY THEIR BLUE MID-SECTION AND COME IN A USER-FRIENDLY DISPENSER BOX THAT CONTAINS 25 BRUSHES.”



**Kimberly-Clark**

Trusted Clinical Solutions\*

KIMBERLY CLARK  
BOOTH NUMBER 84

KIMBERLY-CLARK

MIC-KEYs come in no less than 78 different sizes!

## MIC-KEY

Cobra Medical supplies MIC-KEYs of the Kimberly-Clark brand. The MIC-KEY is a feeding catheter or tube which is inserted into the stomach via a stoma in the stomach wall. A balloon keeps the tube in place in the stomach wall. The feeding system can easily be connected to the small flat valve which sits on the stomach. Once the feed has been administered and the feeding system removed, only this valve (or key) is left over. The MIC-KEY is practically invisible under clothing and gives the user maximum freedom of movement.

### SUITABLE SOLUTION FOR EVERYONE

The wide range of sizes and accessories available, means that there will be a suitable solution for every user; in terms of size (grown-ups, babies, skinny or fat), social life (active versus ill in bed), and even those with mental disabilities can generally cope well with the MIC-KEY. This group of users is often inclined to pull on the MIC-PEG tube. This is not possible with the MIC-KEY, because it lies flat on the skin.

### NO IRRITATION OF EXTENSION TUBES

The user does not have to cope with extension tubes which constantly cause irritation. The feeding tube has been designed such that an extension tube only has to be attached when food or medication are administered.

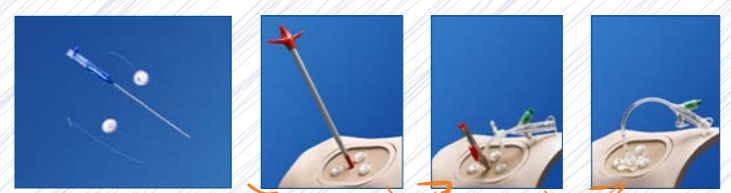
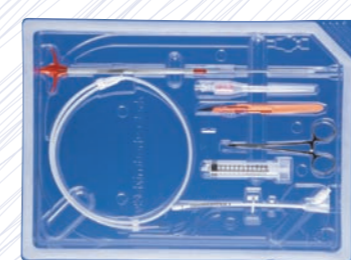
### USER FRIENDLY

The placement of the MIC-KEY is painless and very easy because the balloon is only opened inside the stomach with water. The user can easily replace the tube for him or herself.

### COMFORT

The MIC-KEY was developed to provide patients with more comfort. Even swimming is possible, for example.

On our website, [www.cobramedical.com](http://www.cobramedical.com), there are films about the Introducer Kit, how a PEG tube is replaced by a MIC-KEY and the experience of Kendall Hollinger, a teenager who has achieved impressive success in the world of competitive figure skating (and who also has a MIC-KEY!).



## INTRODUCER KIT

### WHY CHOOSE COBRA MEDICAL WHEN BUYING AN ENTERAL FEEDING TUBE?

Firstly because our service extends beyond the delivery of the feeding tube. We seek to support everyone who has to deal with a feeding tube, either at work or in people's homes, by providing information. In 2009, with the aid of several highly experienced nutrition nurses, we independently published a patient care booklet that provides information about the different types of feeding tubes, tips on how to look after the tubes and an overview of all of the available accessories. With the transfer of knowledge and sharing of experience it is not always necessary for patients to be referred to a hospital. So we regularly hold educational meetings and clinical classes in hospitals and institutions in order to put home care, hospital and institutional staff in touch with each other. You will also find us at various conferences, either as a speaker or as a sponsor with a stand.