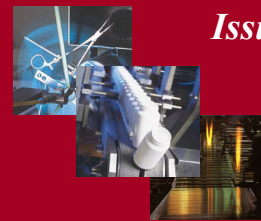




CUTTING EDGE

THE S MURRAY NEWS UPDATE



Issue Two:
September
2006

Home and Away – Exports Leading the Way



Welcome to the second edition of Cutting Edge. Since the first edition in April, we are delighted with how our export sales have continued to grow and develop. As the UK market remains dominated by the slow-down in spending by the NHS, we would like to thank ALL of our customers for your much-appreciated loyalty and support.

In total our export orders have increased by over 46% from January to July against last year. As part of this increase, we have enjoyed working with our distributors in South Africa on newly equipping the Pretoria Academic Hospital. We wish the facility every success for the future and are very pleased to have been part of the project.

Following the Arab Health Exhibition in Dubai earlier in the year, our business has also increased throughout the Middle East. We have now successfully registered our dental and surgical instruments with the Ministry of Health in the Sultanate of Oman and are looking forward to building on this positive development in the future.

'Super'centres?

At the ABHI conference on 6th June 2006, Chris Brown (Department of Health) advised that the Supercentre programme to modernise the reprocessing of medical devices within the NHS will now continue to 2008 and beyond, with the Leeds Pathfinder project only now reaching contractual closure.

In the afternoon session, Andrew Brown (PaSA) reassured companies that the Trusts themselves would retain ownership of the final purchasing decision through their involvement in the Instrument Review Committees. Certainly one to keep an eye on as the projects develop!

The NHS & DHL – Innovation for the better?

The Department of Health has announced a deal which will have major implications on the way medical devices are purchased in the largest privatisation seen in the Heath Service to date.

The proposed contract will see DHL, in partnership with American-based firm Novation, take over all NHS purchasing from the NHS Logistics Authority and much of the Purchasing and Supply Agency – who collectively account for £4.2bn of NHS purchasing and distribution. The new 'NHS Supply Chain' will manage £22bn of expenditure over the duration of the ten year contract.

John Wilkinson, Director General of the UK Trade Association the ABHI, has voiced the industry's 'grave concerns at the concentration of such buying power in a single entity'. (letter to Andy Burnham MP, 20th July 2006).

With a target of saving £1bn for the NHS, concerns have been raised over the anti-competitiveness of such a move. There is a fear that quality will be sacrificed in the pursuit of economy and that innovation will be stifled at the expense of patient care.

We can only hope that all patient and stake-holder interests will be listened to as the contract unfolds.

Medica 2006

Sales Manager Tristan Murray will be visiting the Medica Exhibition in Germany in November and is looking forward to meeting many of our international distributors there – as well as plenty of our home customers too!

Medica 2006

38th World Forum for Medicine
International Trade Fair with Congress

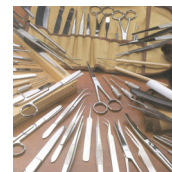
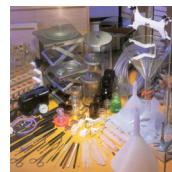
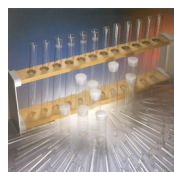
MEDICA

Düsseldorf, Germany
November 15-18, 2006

International Showcase at Achema Exhibition

In May, the Achema laboratory and medical equipment exhibition proved to be a very successful event. In total, we met over 70 customers from over 30 countries. Since the show, we have been working on projects in Iran, Thailand and Singapore – all new markets for the laboratory division.

Please contact us if you would like more information on our laboratory range.

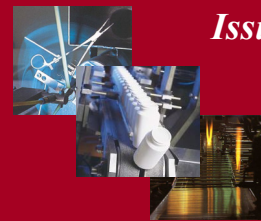


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New Silk-Screen Printing Operation Gets Set for Take-Off

In an exciting move forward, we have transformed our silk-screen printing operation during the summer months of 2006.

The investment in three fully-automatic printing machines, alongside two semi-automatic machines, has substantially increased our printing capability. We are now able to produce over 300,000 prints a week and sleeve over 80,000 bottles.

With end customers ranging from veterinary, healthcare, car-care, toiletries and cosmetics markets, including several multi-national companies and household names, the development of the printing operation is a major boost for the blow-moulding division of S Murray & Co and for the company as whole.

Leading product lines for the new operation include the **NO-GERMS**

and **Clinell** hand-cleansers and sanitisers (both proven against MRSA and Avian Flu), the **ALPHOSYL 2 in 1** medicated shampoo for GlaxoSmith-Kline and the antiseptic **WOUND POWDER** for veterinary use (all pictured below).

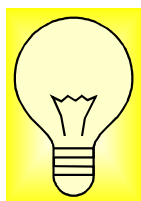
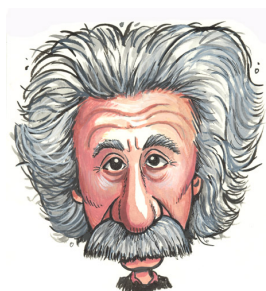
Please contact us if you are interested to receive any further information relating to our packaging range or our printing and sleeving services.



Looking for Something New

We are always looking for new products or services which we can introduce to our range.

If you feel there are product areas or market opportunities which we are not currently servicing, please contact us so that we may try to develop them together.



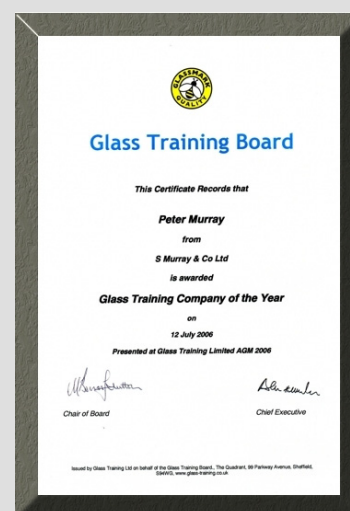
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'Training Company of the Year' Award

On 12th July 2006, S Murray & Co were very proud to be presented with the 'Training Company of the Year' Award by Glass Training Ltd.

Since initiating our employee development programme in 1997, we are delighted that over 30 staff have now achieved NVQ qualifications. This number represents close to half the current workforce and includes 13 staff in our surgical instrument factory in Sheffield.

Dr. Alan Hearsum, Chief Executive of Glass Training Ltd, described S Murray & Co as an 'excellent example of the smaller company investing in its people ... [which] recognises both formal and informal learning in the workplace'



We are also thankful to Action for Employment in Sheffield, whose help has been instrumental in enabling us to develop our surgical apprentices as we grow and build for the future.

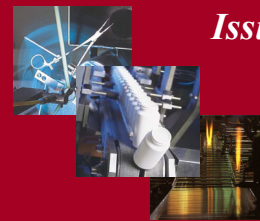
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Surgical Instrument Catalogue Goes On-line

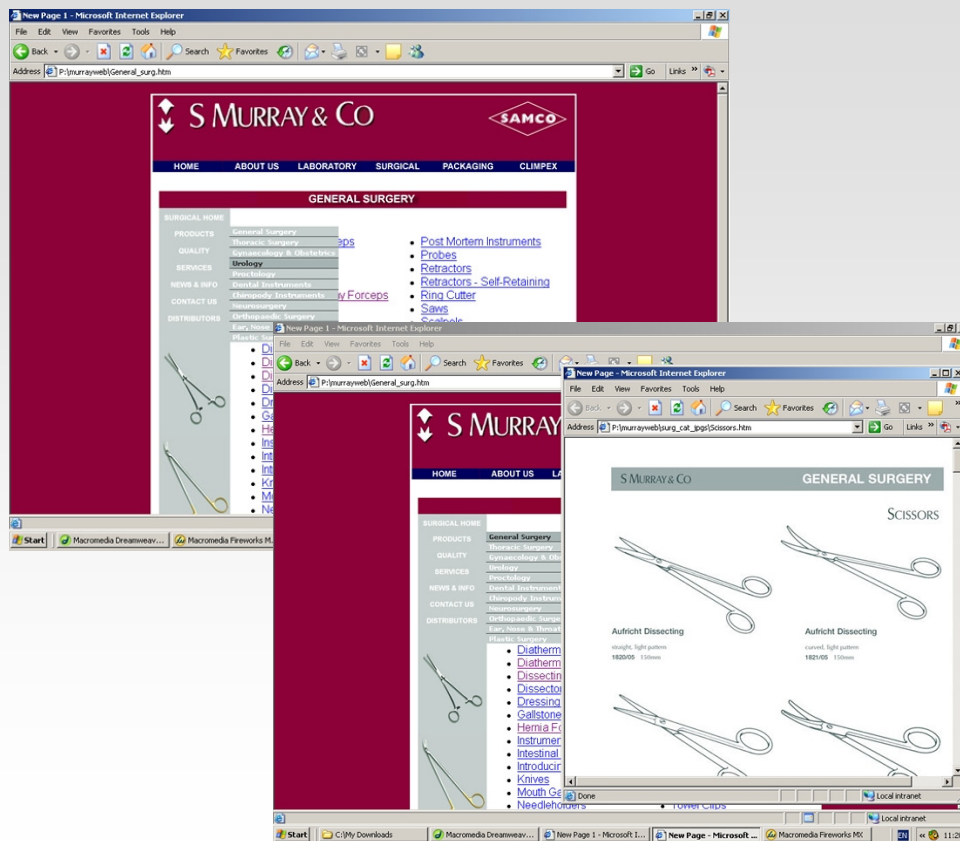
We are pleased to announce that our surgical catalogue is now available to view on our web-site:

www.smurray.co.uk.

Using simple drop down menus, the catalogue can be accessed from the 'Products' toolbar. The format follows the same sequence as our traditional catalogue, showing each of the product groups (i.e. artery forceps, retractors, scissors etc.) which are available within each surgical discipline (i.e. general, neurosurgery, ENT etc.).

Whether for preparing quotations, or answering customer queries, we hope that this will become a useful tool for both you and your customers.

Keep an eye on the site for future developments and as always, please contact us with your suggestions for any additional information you would like to see on there.



Keeping Quality at the Forefront

During a successful surveillance audit from Notified Body SGS in July, we attained ongoing approval to the following Quality Standards:

- **ISO 9001:2000**

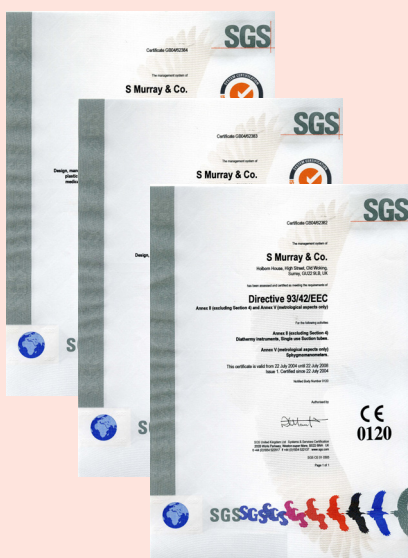
Covers the design, manufacture and supply of all S Murray products: surgical, laboratory and plasticware.

- **ISO 13485:2003**

Applies specifically to the design, manufacture and supply of our sterile and non-sterile medical devices

- **Directive 93/42/EEC**

Relates to our continued compliance with the Medical Devices Directive for our Diathermy Forceps, single-use Suction Tubes and Sphygmomanometers.



Copies of all our Quality Certificates are available upon request or can be reached through the links on our web-site, www.smurray.co.uk.

Thank you ...

... for all your messages of support following the first edition of Cutting Edge – and especially to those who requested additional copies for your customers. We are very pleased that you liked it and found it of interest.

If you have any suggestions for articles or information that you would like to see included in future editions, please do not hesitate to contact us – we would be pleased to hear from you.

In the meantime, we hope that you like this second edition and thank you again for your continued support – both within the UK and across the world.

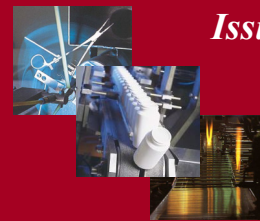
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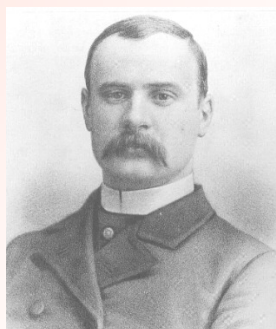


Sir Frederick Treves

... A Tale of Reminiscences

Thank you for all your suggestions for the subject of the next surgeon feature. After much deliberation, the subject of this edition's feature lends his name to one of the best known and most popular of dissecting forceps – Sir Frederick Treves (1853-1923).

Born in Dorchester in 1853, Frederick Treves was clearly inspired by his beloved Dorset. Although a successful travel writer, with books published recounting his experiences in Palestine, Uganda and the West Indies, his work 'The Highways and Byways in Dorset' of 1906 is one of his best-known works and remains one of the best-loved guides to Dorset to this day. It is perhaps not surprising that he was to become the first President of the Society of Dorset Men from 1904-7, which currently has over 1,200 members – and to whose help we are thankful in providing some of the background research for this feature.



Sir Frederick Treves, c.1890

From an early age, it was clear that Treves was not only interested in the practice of surgery, but also in its understanding and in writing about it so that others could learn from his experiences. Having received his medical education at the London School of Medicine, Treves became Surgical Registrar and Assistant Surgeon at London Hospital in 1879. Between 1881 and 1884, he was in charge of the practical teaching of anatomy and produced several successful text-books during this time. He wrote successful papers on Scrofula and in 1883 received the Jacksonian Prize from the Royal College of Surgeons for his dissertation on the abdomen. During the 1880s he also developed his own consulting practice and built up a reputation as a leading surgeon, whose "clear, incisive style, power of

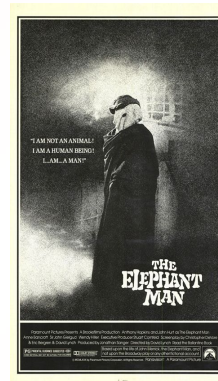
happy description, racy humour and the applicability of his teaching brought crowds of students to his daily demonstrations". *

As a surgeon, Treves is best known for his attention to diseases of the appendix, specifically perityphlitis (now known as appendicitis). Through his resolute stance that the appendix and not the caecum was the cause of perityphlitis, Treves significantly advanced the treatment of the disease and developed a world-wide reputation as a leading surgeon in this field. This reputation took him to the appointment of Consulting Surgeon for the field forces during the Boer War in South Africa, and to the title of Surgeon Extraordinaire to Queen Victoria when he returned to England in 1900. It was during this role that he performed his famous operation on Prince Edward, two days before his scheduled coronation to become King. Despite Edward's protestations, Treves was adamant that it would be a funeral not a coronation if the operation did not go ahead. The subsequent appendicectomy to drain an abscess was a success ... the Prince lived and was crowned King Edward VII on 9th August 1902. Treves was rewarded with the title of Baronet the same year and was appointed Sergeant-Surgeon to Edward VII and again to George V in 1910.

Whilst his operation on King Edward VII reinforced Treves' international reputation amongst his peers, his treatment and more specifically his extraordinary friendship with Joseph Carey Merrick has brought him lasting and contemporary fame. Better known as 'The Elephant Man', Merrick's deformities were so extreme and tragic that Treves initially believed him to be 'void of all emotions and concerns' and hoped that he was unaware of the world around him, for the thought he could 'appreciate his position was unthinkable'.[‡] As he later recounts, 'it was not until I came to know that Merrick was highly intelligent, that he possessed an acute sensibility and – worse than that – a romantic imagination that I realised the overwhelming tragedy of his life'.[‡]

Treves was so moved by Merrick that he campaigned to have him cared for in the London Hospital, where he stayed from 1886 until his death in 1890. During this time he introduced Merrick to the first comfort, friendship and social acceptance that he had ever felt. Above all, he gave him the gift of happiness for the first time. In 1923, Treves wrote a book of his experiences with Merrick entitled 'The Elephant Man and Other

Reminiscences', which became the basis for David Lynch's 1980 film 'The Elephant Man', with Anthony Hopkins playing the part of Treves. It was the last book he was to write and is both tragic and uplifting: detailing the transformation that he saw in Merrick and the newfound happiness that he helped him to feel.



It is perhaps all the more poignant then, that Treves' own life should be touched by tragedy – as the youngest of his daughters was to die from acute appendicitis in 1900. Moved to write of the event in his short story 'The Idol with Hands of Clay', Treves questions the value of a surgeon whose brilliance can be found wanting when failing to save those that he loves.[‡] Perhaps in acknowledgement of this concern, his friend Thomas Hardy wrote a poem for Treves' funeral which reinforces the positive contribution that Treves had made. For Hardy, whilst he accepts that Mankind still had much to learn about Science and Medicine, he clearly sees Treves as a man who had indeed made a difference and who could now rest in peace, secure in the knowledge that his time had been well spent:

*"Maybe, had Science chance to excel
In their day, with its scope to stem despair
That mankind bears! ...
Enough. You have returned. And all is well."*[†]

Whilst Treves, perhaps the leading surgeon of appendicitis in the world of his time, may well have questioned his own 'brilliance', there can be little doubt that this was an extra-ordinary man. A writer, a gifted surgeon who advanced the understanding of surgery and perhaps above all, someone who cared for his fellow man when others had long since turned away – a quality which has left at least one person feeling both touched and inspired.

Selected references & further information:

* J.R.H. Weaver, Dictionary of National Biography, 1922-1930, (1937, Oxford)

[‡] Sir Frederick Treves, The Elephant Man and Other Reminiscences (1980, London)

[†] Thomas Hardy, 'In the Evening', 2nd Jan 1924, from The Dorset Year Book, 1924

Internet sites: www.thedorsetpage.com
www.wikipedia.org, www.whonamedit.com