

S Murray & Co - Proud to be Made in Britain



2012 looks set to be an exciting Summer for Great Britain – with HRH Queen Elizabeth II's Diamond Jubilee in June and the Olympic Games being held in London for the first time since 1948. S Murray & Co is proud to be flying the flag for British manufacture during this patriotic time.

Welcome to the fourth edition of Cutting Edge. Inside this edition we review some of the recent past events for the company and look forward to the new initiatives and product developments being introduced by S Murray & Co for the year ahead and beyond.

February 2011 saw two major UK-based hospital projects commissioned for the company – one in the South West and one in the South East – creating a strong platform for the year ahead. As NHS purse strings tightened through the year, the company's export relationships, both old and new, played an increasingly significant role.

In 2010 S Murray appointed one distributor exclusively in South Africa and was pleased to support with a visit later in the year. Subsequent visits were made to Malaysia, Indonesia and Singapore in 2011 and to Saudi Arabia in 2012. Special mention goes to Malaysian partners Darul Medik SDN BHD for winning the UDC Business Award 2011 for "Best

Importers and Suppliers" - S Murray are delighted to have been a part of their success. With the appointment of a new distributor in Egypt in 2012, the company continues to look forward to the possibilities ahead.

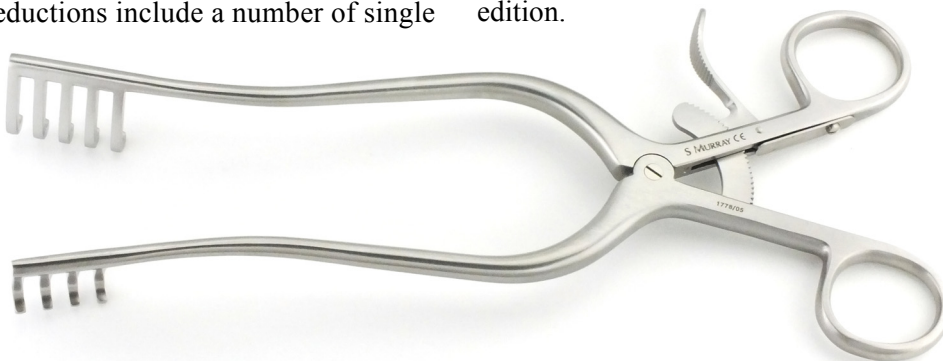
The growth in these markets, together with the opportunity to meet local hospitals and Ministries of Health, has been invaluable in helping develop the S Murray product range. At the same time, the economies of scale this growth has made possible, along with the company's investment programme has helped keep prices as competitive as possible too. In June 2012, S Murray & Co will once again have a stand at Achema and we look forward to thanking many of our customers and visitors in person there ...

Reduced Prices Through the Years

Following an investment in staff, tooling and machinery in 2010 and 2011, S Murray & Co introduced a new price list in March 2012. The new price list included over 300 items which were reduced in price and over 1,000 more items which were held from the previous year.

Over 600 products are actually lower in price now than in 2004! Selected reductions include a number of single

piece and self-retaining retractors, including Travers (pictured below), Volkman Retractors & Curettes, Adson & Treves Dissecting Forceps, TC Needleholders, Dental Extraction Forceps, ENT Aural Forceps, Thudichum Nasal Specula, Bone Cutting Forceps, ENT Curettes, Maxilla Facial Instruments, Capener Gouges and Tilley Henckel Forceps – some of which are highlighted in this edition.

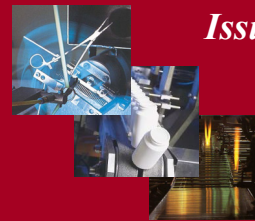




CUTTING EDGE

THE S MURRAY NEWS UPDATE

Issue Four:
June
2012

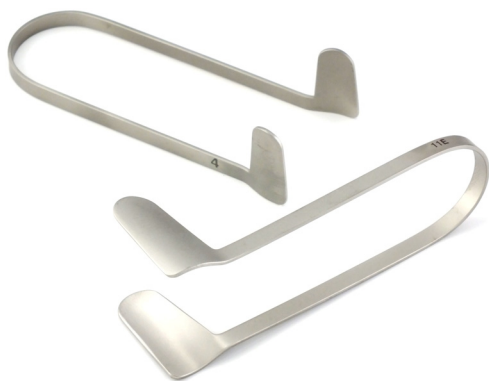


Thudichum Nasal Speculum

They may not look the most intricate item in the world, but an investment in a series of new tools and jigs has enabled us to bring our manufacturing costs down for our range of ENT Thudichum Nasal Speculum – and we are pleased to pass these savings on.

S Murray codes:

| | |
|----------------|------------------|
| 7632/05 Size 1 | 7632/10 Size 2 |
| 7632/15 Size 2 | 7632/20 Size 4 |
| 7632/25 Size 5 | 7632/30 Size 6 |
| 7632/35 Size 7 | 7632/95 Set of 7 |



Aural Forceps & Scissors

Investment in a new Swiss Miller and micro drill machinery have enhanced the manufacture of our range of Aural Forceps and Scissors in our Sheffield factory. Due to market demand, our standard finish for this range is satin-finish, with a black finish still available where markets prefer.

In a progression from our traditional line drawings, we have developed a new photographic style to catalogue this product range. Together with close-up images of the working ends, this new catalogue style is designed to showcase the high quality of these precision-made surgical instruments.

With additional patterns and sizes made to order, key products include:

- 7038/05 Cawthorne Smooth
- 7041/05 Fuller Introducing
- 7044/25 Hartmann Extra Fine



- 7050/05 Henckel Scoop
- 7056/10 & 15 Hough L & R
- 7059/05 House-Dieter Malleus
- 7064/05 McGee Wire Closing
- 7065/10 Ormerod Circular Cup
- 7071/05 Shea Oval Cup
- 7740/05 Cawthorne Scissors

Laryngoscopes & Fibre Light Carriers

A significant area of manufacturing development for the company over the last 18 months, we are delighted to now offer our British made range of Laryngoscopes and Fibre Light Carriers.

The handles, lumen and side tubes of our Laryngoscopes and Oesophagoscopes are manufactured from high quality surgical grade stainless steel and silver soldered for optimal autoclave resistance.



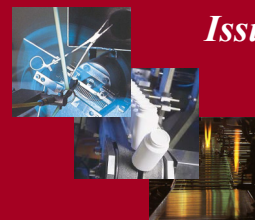
Finished with an anti-glare finish as standard, a black finish is also available by special order.

S Murray Fibre Light Carriers are manufactured to a British standard 7.6mm connection. Manufactured using high quality fibre optic glass and optically polished at both ends, the carriers are designed to fit securely within the side tubes to achieve maximum illumination in use.



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Davis Boyle Mouth Gags & Tongue Plates

We have developed the method we manufacture our Davis Boyle Mouth Gags and Tongue Plates using precision manufacturing techniques.

The Tongue Plates are initially laser cut and then the grooves CNC milled to ensure confidence in their effective engagement with either the Adult or Child Mouth Gag.



Code numbers comprise:

- 7535/05 Adult Gag Frame
- 7535/10 Child Gag Frame
- 7537/05 Tongue Plates Size 1
- 7537/10 Tongue Plates Size 2
- 7537/15 Tongue Plates Size 3
- 7537/20 Tongue Plates Size 4
- 7537/25 Tongue Plates Size 5



TC Needleholders & Instruments

The tips on S Murray Tungsten Carbide Needleholders are attached to the jaw using an induction heat sealing method. The temperature is controlled by infrared to ensure uniformity of heat transfer through the soldering process. This combination reduces the risk of band width corrosion across the jaw and creates a smooth finish between the insert and the instrument, reducing the concern of pinholes where debris and bacteria might otherwise gather.

Keep an eye out for future brochures which will include additional TC Needleholders and Instruments.



The Montgomery Spoon



Mr Paul Montgomery,
Medical Director BUPA Cromwell
Hospital and formerly of the Norfolk
& Norwich Hospital Trust

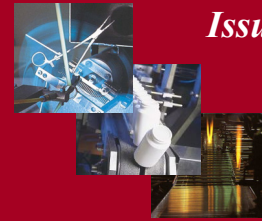
Developed in partnership between S Murray & Co and Mr Paul Montgomery, the Montgomery double ended surgical spoon is designed to replace the now unacceptable use of domestic spoons in surgical practice. Although the original design features lay in the retraction and extraction of the retrosternal component of the thyroid goitre, reflecting the surgical designer's sub-speciality, the dimensions and ergonomic design make it ideal for use in general, orthopaedic or vascular surgery.

In 2006, Mr Montgomery was the winner of the Cutler's Surgical Prize for the Montgomery-Youngs Endoscopic Sphenopalatine Artery Clip Application in conjunction with Mr Robin Youngs and Karl Storz GmbH.

S Murray are delighted to have worked with Mr Montgomery on this project and welcome the opportunity to design and develop new surgical instruments to meet the challenges and demands of an ever modernising surgical world.



S Murray Code 2072/05



Web-site Developments for a Changing World

Over the last 18 months, the S Murray web-site has undergone a complete transformation. By incorporating online catalogues, distributor links, information downloads, new product sections, manufacturing videos and news updates, we hope that you will find the site of ongoing benefit and interest not only today, but also as it continues to evolve in the future.

News Updates

One of the recent additions is a "News" page to provide updates on developments within the company. It also serves to raise awareness of future events that the company will participate in, as well as presenting news from our customers around the world.

<http://www.smurray.co.uk/news/>

S MURRAY & CO
MANUFACTURING EXCELLENCE SINCE 1915



HOME ABOUT QUALITY LABORATORY SURGICAL PACKAGING NEW PRODUCTS DISTRIBUTORS NEWS CONTACT

SURGICAL INSTRUMENTS – NEW PRODUCTS

S Murray & Co has a long-standing reputation as a manufacturer of high quality, general surgical instrumentation; from artery to dissecting forceps and scissors to gouges. Whilst these items continue to form the foundation of production, investment in staff, tooling and machinery in 2010 and 2011 in particular, has seen a significant increase in the range of items the company is now able to offer.

As a prime British manufacturer, with an international network of distributors and a history of manufacturing expertise at its disposal, S Murray & Co is ideally placed to develop new surgical instrumentation. Working in partnership with surgeons and distributors, the company is always looking to develop new, innovative products to help meet the demands and challenges of an ever-modernising healthcare world. This section introduces these range extensions and new product areas for the company.



Steriliser Self-Seal Pouches
More Information



Aural Forceps
More Information



Laryngoscopy
More Information

Site developed by Dare to Think

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<http://www.smurray.co.uk/newproducts/>

Quality and Manufacturing Downloads

Pdfs of our latest CE and ISO certificates are available to download on the "Quality" page, along with our Surgical Instrument Reprocessing Instructions. The page also includes a Manufacturer's Statement of Origin to provide reassurance of the integrity of our manufacturing processes – an issue given greater significance by BBC's Panorama documentary "Surgery's Dirty Secrets" aired in June 2011. Manufacturing videos are also available to view online which offer a glimpse behind the scenes of the different manufacturing centres of the company.

New Products

The "New Products" page serves as a platform not only to introduce the new products being offered by S

Murray & Co, but also to present new literature and promotional concepts. Recent additions include the Aural Forceps and Laryngoscopy brochures, with a new TC instrument brochure in the pipeline.

From the development of our new photographic image style, we are also planning to introduce a number of new initiatives to present our product. One is a long term project to include a search engine feature with individual photographs of each product in the catalogue. Further projects include the addition of set lists according to different surgical procedures, which are currently in development.

Above all, we hope that the site is of help and interest and would be pleased to receive suggestions of any additional information which you feel would be of benefit to include.

www.smurray.co.uk

