

# HEALTHMARK INDUSTRIES

**H**ealthmark Industries is a family-owned healthcare supplier business founded by Ralph A. Basile in 1969. After a successful career in medical sales, he established his own company with his wife, Suzanne. A business based on the principles of providing innovative and cost-effective products for customers in order to meet their sterilization, decontamination, storage, distribution and security needs.

Over the years, the company has experienced a great deal of growth with a variety of products and services. Healthmark even offers continuing education opportunities.



The company has about 100 employees at its more than 20,000-square-foot headquarters in Fraser, Mich.

The latest growth at Healthmark includes the launch of the brand new Cool Aids product line of beanies, skull caps and vests designed to be worn under PPE to provide extended cooling relief.

This new offering echoes Healthmark's longstanding ability to meet its customers' needs in a shifting healthcare environment.

"We will continue to adapt with the changes in the healthcare

“One of our newest products that we are excited about is our Safe-T-Cals. Many healthcare departments need to communicate in a specific manner and Safe-T-Cals are a great way to live up your department while doing so.”

— Ralph Basile

Healthmark's Safe-T-Cals applied to a wall going into a hospital Decontam Department

industry,” says Ralph Basile, vice president of marketing. “As our healthcare partners face new challenges, we will be working with them in order to help provide innovative solutions.”

One way the company is adapting to meet customers' needs is by offering continuing education credits through online games.

“CSSD professionals can also earn free CEUs on our website Crazy-4Clean.com,” Basile says. “There are educational games that when you play and take a quiz, you earn one free CEU.”



Sonocheck is used to test for the presence of cavitation energy - the cleaning power - of ultrasonic cleaners.



Healthmark employee Dzelma Dedovic is seen wearing Cool Aids. There are few better ways to beat the heat within the SPD or Operating Room than these lightweight, latex free cooling devices. Simply submerge the head gear or neck band in cold water for 2-3 minutes, and enjoy hours of cool temps.

Healthmark's growth has prompted a need for a structure of professional commitment for healthcare facilities throughout the country and that is why it has representatives in designated territories throughout the country.

Cleaning verification is an important issue in healthcare across the country. News headlines often consist of articles about complications from surgeries caused by instruments and equipment that have not been properly cleaned. It has affected the healthcare field in recent years.

Healthmark added products to its Proformance Monitoring Tools line over the past 15 years to help ensure surgical instruments and other equipment are reprocessed correctly. AAMI<sup>1</sup> and AORN<sup>2</sup> recommend at least weekly testing of the cleaning process. These products are designed to help facilities comply with standards and ensure they are reprocessing equipment and cleaning surgical instruments properly.

"One of the most difficult challenges in the healthcare industry is to consistently reprocess surgical instruments effectively," Basile said.

Healthmark has products designed to help hospitals and healthcare facilities provide safe environments and prevent infections.

Researchers have discovered that devices that haven't been reprocessed correctly can emerge from the cleaning process with bits of bone, blood and tissue from the previous operation, contaminants that can become reservoirs for some potentially lethal bacteria. Proper cleaning and sterilization are essential for ensuring that medical and surgical instruments do not transmit infectious pathogens to patients.



Stephen Kovach lectures at College of Clean, a free CEU class offered by Healthmark.

According to the Centers for Disease Control and Prevention, multiple studies in many countries have documented a lack of compliance with established guidelines for disinfection and sterilization. Failure to comply with scientifically based guidelines has led to numerous outbreaks.

“Our ProFormance™ products are designed to help hospitals and healthcare facilities overcome the challenge to regularly test their cleaning equipment in order to ensure their surgical instruments are being reprocessed properly,” Basile explained.

Quality is a key component to Healthmark’s business as well as ensuring the satisfaction of its customers.

Healthmark offers you a 30-day free trial evaluation of any product it sells.

Healthmark also has a website, [www.healthmark.info/hmarkqa.html](http://www.healthmark.info/hmarkqa.html), that is a non-biased forum to

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encourage healthcare workers to ask questions and share solutions anonymously. It is easy to sign up and share experiences with other peers within the industry.

If you are looking for industry news, helpful hints and other information, Healthmark produces a weekly newsletter that is distributed to thousands of readers. Each Healthmarket Digest features a story written by a member of the Healthmark team as well as a weekly coupon.

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expansion of staff and products. With almost 50 years of experience Healthmark continues to adapt to the business needs of their customers.

“One of our newest products that we are excited about is our Safe-T-Cals.” says Ralph Basile. “Many healthcare departments need to communicate in a specific manner and Safe-T-Cals are a great way to liven up your department while doing so.” **ORT**

**FOR MORE INFORMATION**, about Healthmark Industries, visit [www.healthmark.com](http://www.healthmark.com) or call 800-521-6224

# Select a Safe Place for your MIS Instruments



## Full Size Double Decker Lap Tray

Combine the Laparoscopic Insert with the graduated Secur-It™ holders (3, 5 & 10 mm slots) to accommodate up to 15 lap instruments. Use an optional silicone cushion mat to protect instruments in the bottom - doubling up on available storage space. Or easily install the single width Secur-Its™ to hold additional cannulated instruments. These trays are made of tough, lightweight and corrosion resistant anodized aluminum. 23" x 11" x 8"h.

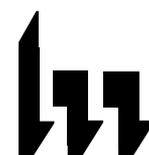
## Bariatric Laparoscopic Tray

This tray is large enough to accommodate the very long instruments used in bariatric surgeries (max length 65cm). The system is made of tough, lightweight and corrosion resistant anodized aluminum. The laparoscopic Insert with the graduated Secur-It™ holders (3, 5 & 10 mm slots) is designed to accommodate up to 15 lap instruments. The double-decker design holds twice the number of instruments in the same amount of space. 25.6" x 10.7" x 7.7"h



## Robotic Arm Sterilization Case

Manufactured of tough but lightweight anodized aluminium, this tray is configured to accommodate and secure robotic instrumentation for safe steam sterilization, transport and storage. The graduated Secur-Its™ safely hold and protect up to 8 instruments. The kit includes: 2 each 10", 15 position universal brackets. 27" x 11" x 3.5"h.



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