



AMID EXPANSION,
healthmark
 CONTINUES TO INNOVATE

Healthmark 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.

Healthmark is looking forward to an exciting future with its continued expansion of staff and products. With almost 50 years of experience Healthmark continues to adapt to the business needs of their customers. 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 over 100 employees and is in the transition process of moving their headquarters that is an overall size of around 100,000 square feet in Fraser, Michigan.

The latest growth at Healthmark includes the launch of the brand new Bamboo Wicked Wear.

“This type of apparel is new to the healthcare industry,” says Ralph Basile, Vice President. “This premium apparel is designed for exceptional moisture absorption. The material is expandable and quickly evaporates

human sweat by pulling moisture away from the skin.”

Bamboo Wicked Wear is hypoallergenic, UV resistant and moth proof. Developed from natural bamboo, the silky-smooth fabric of these garments have numerous microscopic holes that allow maximal ventilation and temperatures 1-2 degrees lower than traditional clothing. Due to the efficient antibacterial benefits of bamboo fiber being a natural deodorant, approximately 95 percent of bacteria will be expunged from the bamboo fibers after a 24 hour period. Bamboo fiber is an environmentally friendly renewable resource.

Healthmark’s longstanding ability to meet its customers’ needs in a shifting healthcare environment is something the company is known for after decades of providing outstanding service.

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.”

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 continues to be an important issue in healthcare facilities 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 more and more in recent years.

Researchers have discovered that devices that haven’t been reprocessed

“This type of apparel is new to the healthcare industry. This premium apparel is designed for exceptional moisture absorption. The material is expandable and quickly evaporates human sweat by pulling moisture away from the skin.” — Ralph Basile, Vice President.

Bamboo Wicked Wear

- Hypoallergenic
- UV resistant
- Moth proof
- Developed from natural bamboo
- Silky-smooth fabric
- Maximal ventilation
- Temperatures 1-2 degrees lower than traditional clothing



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

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.

Healthmark added products to its ProFormance™ monitoring tools over the past 15 years to help ensure surgical instruments and other equipment are reprocessed correctly. AAMI¹ and AORN² 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 ongoing challenges in the healthcare industry is consistent reprocessing surgical instruments effectively,” Basile says.

Healthmark has products designed to help hospitals and healthcare facilities provide safe environ-

ments 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.

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.



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



Flexible Inspection Scope

- A distal tip composed of a light source and camera lens at the end of a 50cm, flexible shaft
- Paired with the optional Flex Arm
- Can be securely fastened to a workstation to free both hands for manipulation of the scope and the target medical device.
- The perfect tool to visually inspect any device after cleaning

Failure to comply with scientifically based guidelines has led to numerous outbreaks.

“Our ProFormance™ products are designed to help hospitals and healthcare facilities meet the challenge to regularly test their cleaning equipment in order to ensure their medical devices are being reprocessed properly. Once reprocessed, optical inspection will need to take place to ensure the surgical instruments are indeed clean,” Basile explains.

One of Healthmark's new innovative optical products is the Flexible Inspection Scope. It features a distal tip composed of a light source and camera lens at the end of a 50cm, flexible shaft. Designed for instruments 3.2mm in diameter or larger. The camera and light are powered via a USB connection to a PC.

Compatible with both Windows PCs, the included software allows

viewing and recording from most computers. Paired with the optional Flex Arm, the Flexible Inspection Scope can be securely fastened to a workstation to free both hands for manipulation of the scope and the target medical device. It is the perfect tool to visually inspect any device after cleaning, particularly those with internal channels and lumens.

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

“Healthmark offers you a 30-day free trial evaluation of any product it sells,” Basile says.

Healthmark also has a website, www.healthmark.info/hmarkqa.html, that is a non-biased forum to encourage healthcare workers to ask questions and share solutions anonymously. It is easy to sign up and share experiences with 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. **ORT**

FOR MORE INFORMATION

about Healthmark Industries, visit www.hmark.com or call 800-521-6224.

1 AAMI (ST79 Comprehensive Guide to Steam Sterilization and Sterility Assurance in Health Care Facilities)

2 AORN Recommended Practices for Cleaning and Care of Surgical Instruments and Powered Equipment