

# A GUIDE TO... REDUCING PREVENTABLE DEATHS

Your complete guide to First Aid and Trauma solutions.
Read Aero Healthcare's guide to ensure you're prepared.







# A GUIDE TO... REDUCING PREVENTABLE DEATHS

### HOW YOU CAN SAVE A LIFE

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For more information about our range of Defibrillator, First Aid and Trauma solutions, and how you could benefit, simply get in touch with a member of our team who will connect you to your specialist distributor.

CALL **01403 790 704**VISIT www.aerohealthcare.co.uk



### WHO WE ARE?

Aero Healthcare is a renowned global brand in the Healthcare, First Aid and First Response markets worldwide. Our brand is synonymous with quality products, outstanding service, and value for money.

Our commitment to customer service, and our ability to respond quickly to new requirements in the international First Aid and Medical consumables industry, enables us to always deliver on our promises, creating trust and building confidence amongst all our stakeholders.

Our ability to take advantage of the newest technologies, allows us to generate and deliver innovative solutions – creating substantial value for our customers and strengthening our relationships with them.

Delivering the highest standards of customer satisfaction demands a faster pace of decision-making than our competitors, constant innovation, outstanding technical expertise, and reliable, predictable performance.





### HOW AERO HEALTHCARE CAN HELP YOU

Aero Healthcare is a manufacturer of first aid and medical consumables. We deliver a better user experience and more effective outcomes via products that represent long term value for money.

In addition, we're a global company, with offices

in Australia, New Zealand, USA and main land Europe, as well as the UK – meaning we can meet all sorts of challenging requirements on an international scale.

So why should you choose Aero Healthcare for your defibrillator needs?

### WHY AERO HEALTHCARE?

### **IMPRESSIVE INFRASTRUCTURE**

Defibrillators, consumable accessories and storage units are all ex-stock available for immediate delivery.

#### **ON-GOING SUPPORT**

We support you throughout all phases, selection, installation processes, training sessions and we check in to see how you're getting on.

### EXTENSIVE DISTRIBUTOR NETWORK

We connect you to specialist suppliers in your industry.

#### **SPEED AND EASE**

We work hard to ensure your order is dispatched and delivered as quickly as possible, and our systems can be integrated into yours, making the ordering process seamless.

It's really important to us that we help you provide the best possible outcomes when responding to medical emergencies, which is why we're partnered with globally renowned and innovative defibrillator manufacturers.

### **ACCURACY OF DELIVERY**

We have a low level of returns, because we get it right first time, but on the rare occasion there is a mistake with an order we have a simple process to correct it.

#### **INBUILT FLEXIBILITY**

We can provide exactly what you need, regardless of your sector or requirements.

### **FIRST AID RANGE**

We also hold large levels of our own extensive range of First Aid supplies that we can despatch the next





Every year more than seven million people globally suffer from a **Sudden Cardiac Arrest (SCA)** with no warning. And only five to 10% of those affected actually survive.

Read on to discover how you can make a difference for your colleagues, customers and the wider public and save a life by using defibrillation.

### In this guide you'll learn:

- Sudden Cardiac Arrest stats and facts
- How a defibrillator can help
- How a connected solution can help
- How to effectively use a defibrillator
- Who should have a defibrillator
- Maintenance requirements for a defibrillator
- Key considerations when purchasing a defibrillator

How Aero Healthcare can help you.







### **SUDDEN CARDIAC ARREST:**

### WHAT YOU NEED TO KNOW

### WHAT IS IT?

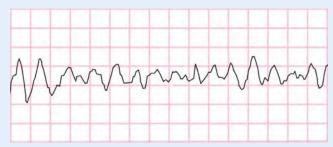
Sudden Cardiac Arrest (SCA) is when the heart enters a chaotic rhythm. It usually results from a disturbance in your heart that disrupts its pumping action, stopping the blood flow to the rest of your body.

It's a medical emergency that if not treated immediately, can cause Sudden Cardiac Death. For every minute that passes between onset of SCA and medical intervention the chance of survival reduces by 10%.

For example, here's what a "normal" heartbeat looks like:



And here's what happens to the heart when it experiences an SCA:



### HOW CAN YOU TELL IF SOMEONE IS EXPERIENCING AN SCA?

The symptoms of an SCA are immediate and include:

- Sudden collapse
- No pulse
- No breathing
- Loss of consciousness.

And, it occurs with no warning.





### WHO CAN SUFFER FROM AN SCA?

Anyone, anywhere at anytime can be affected by an SCA.

However, there are risks that can increase the likelihood of them occurring.



#### THIS INCLUDES:

- Having a family history of coronary artery disease or another form of heart disease / heart problems
- Smoking
- High blood pressure and cholesterol
- Obesity and diabetes
- Having a predominantly sedentary lifestyle
- Drinking too much alcohol
- Age SCA likelihood increases with age
- Being male men are two to three times more likely to suffer from an SCA than women

### Did you know...

Automated External Defibrillators (AEDs) can increase the survival rates for an SCA up to 750/

- Having had a heart attack before
- Using illegal drugs
- Nutritional imbalance such as low potassium or magnesium levels.

### **HOW SERIOUS ARE THEY?**

- Worldwide, seven million people are impacted annually
- More than 130,000 people in the UK suffer from an SCA out of hospital, every year (British Heart Foundation)
- Only five to 10% of people currently survive an SCA
- 84% of SCA events occur outside of a healthcare setting
- The average response time for emergency services is around eight to 10 minutes, and every minute that passes without defibrillation reduces survival rate by seven to 10%.

### Christian Eriksen



A medical team's quick reaction in performing CPR and an electric shock from a defibrillator helped treat the Danish midfielder who collapsed during the first half of an Euro 2020 fixture. It was decisive for his survival as the difference between life and death, or severe brain damage caused by oxygen starvation can happen in just a matter of minutes. He has since recovered and is now back playing competitive football in England.

### Damar Hamlin

An AED and CPR were used to save the life of the Buffalo Bills NFL player, who collapsed on the field in Cincinnati after an opposition player's shoulder collided into his chest. Hamlin stood up after the tackle but collapsed seconds later when he suffered a cardiac arrest. The blow to his chest in exactly the right place caused a chaotic and potentially deadly heart rhythm. This medical attention meant he was stable enough to be taken by ambulance for further treatment.



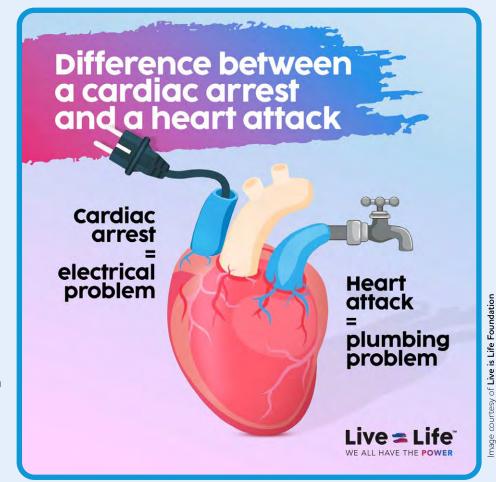
### DO YOU KNOW WHAT'S THE DIFFERENCE BETWEEN A SUDDEN CARDIAC ARREST AND A HEART ATTACK?

### A HEART ATTACK AND SUDDEN CARDIAC ARREST ARE NOT THE SAME:

A heart attack is a 'plumbing' problem when the blood supply to the heart muscle is blocked. This is often caused by a clot in one of the coronary arteries. The heart is still pumping blood around the body during a heart attack. The person will usually be conscious, responsive and breathing.

A heart attack can lead to a cardiac arrest as you're at higher risk of having ventricular fibrillation. It's important to get medical attention immediately by calling 999 for an ambulance if you have heart attack symptoms. It requires medication, cardiac catheterization, or surgery to remove the clot/blockage.

A sudden cardiac arrest (SCA) is an emergency 'electrical' problem and occurs when the heart malfunctions and stops pumping blood to the brain and other vital organs. If you're with someone who's having a cardiac arrest, call 999, start CPR (cardiopulmonary resuscitation) and use



a defibrillator if there's one nearby. Follow instructions from the 999 operator until emergency services take over.

A person loses consciousness, and starting immediate CPR and the use of a defibrillator to deliver a controlled electric shock can help to get the heart beating normally again. CPR is extremely vital as it keeps blood and oxygen moving to the brain and circulating around the body. Public access defibrillators are often in places like train stations and shopping centres. Anyone can use one and you don't need training to do so.

Call us on **01403 790 704** or visit **www.aerohealthcare.co.uk** 





### To perform CPR, the **British Heart Foundation** recommends following these six steps:



Shake, shout and check for vital signs.



Check for normal breathing.



Call 999 for an ambulance.



Get a defibrillator or send someone else if available, and commence CPR.



Give chest compressions at a rate of 100 to 120 compressions per minute for one minute.



Turn on the defibrillator and attach the chest pads. Listen to its clear instructions and stop CPR.

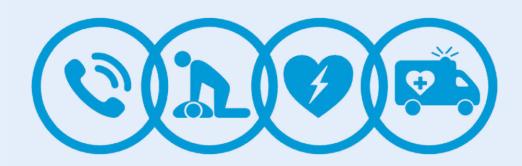
Defibrillators are very easy to use as the machines we recommend will give you clear spoken and visual instructions and you don't necessarily need any training on how to use one beforehand.

For example, the HeartSine Samaritan PAD is a completely self-contained unit with no lid to open, or complex displays or controls. Its single button operation and voice/visual prompts with clear instructions guide the user through every step, including electrode pad application, shock delivery and CPR.

Advanced technology balanced against the demands of real-world use. Our innovation changes lives. And saves lives.



### **CHAIN OF SURVIVAL**



Aero Healthcare, we recommend devices that provide the best possible outcome when responding to a cardiac arrest. In addition, we believe that the devices selected should contribute to the best possible quality of life post Sudden Cardiac Arrest (SCA).

### WHAT IS A DEFIBRILLATOR?

According to the British Heart Foundation a defibrillator is:

"...a device that gives a high energy electric shock to the heart through the chest wall to someone who is in cardiac arrest."

The "shock" is called defibrillation, and it's a lifesaving step in the chain of survival.

Definition of defibrillation in English:

**defibrillation** de fib ril la tion

noun

[mass noun]

#### Medicine

1. The stopping of fibrillation of the heart by administering a controlled electric shock, to allow restoration of the normal rhythm.

Source: Oxford Dictionaries



### WHY IS CPR SO IMPORTANT?

The most frequent heart rhythm witnessed during an SCA is ventricular fibrillation (VF), and the only treatment to overcome this is defibrillation.



For every minute that passes between collapse and defibrillation, the likelihood of surviving ventricular fibrillation (VF) SCA decreases by 10%.

However, when early and effective bystander CPR is provided, survival rates can double or triple. This highlights the importance of fast defibrillation coupled with effective CPR as key links in the chain of survival for SCA sufferers.



### Did you know...

Minimising pauses in chest compressions during cardiopulmonary resuscitation (CPR) is a focus of current guidelines. Prior analyses found that prolonged pauses for defibrillation (peri-shock pauses) are associated with worse survival. We analysed resuscitations to characterise the association between pauses for all reasons and both ventricular fibrillation termination and patient survival.





# CPR QUALITY DIRECTLY RELATED TO THE PATIENT OUTCOME

### WHAT CAN EFFECTIVE CPR DO?

- Prevents re-fibrillation (when a shock is successful)
- Maintains a shockable rhythm increases the number of shocks which can be delivered
- Neurological outcome helps prevent brain damage.
- Limits cardiac and vital organ damage.

### Did you know...

### Do I need to give hands only CPR because of COVID-19?

Hands only CPR is the same as usual CPR but without rescue breaths. You push up and down hard on the chest continuously until emergency help arrives. This has become the recommended way to do CPR since the pandemic.



### How do I do CPR with rescue breaths?

If you do want to give rescue breaths, you can give 2 after 30 pumps of the chest. Tilt the person's head back gently and lift their chin up with 2 fingers. Pinch their nose. Seal your mouth over theirs and blow hard for about a second. Do this twice. Then continue pumping the chest for 30 counts.

If you don't feel confident with this method keep pushing up and down to give hands only CPR. Hands only CPR is still very effective at keeping the heart pumping.

Source: British Heart Foundation



Aero Healthcare partners with manufacturers that introduced the world's first mobile defibrillators in the 1960s to make defibrillation accessible to everyone. And, they are often known as **Public Access Defibrillators (PAD)**.



### WHAT MAKES OUR DEFIBRILLATORS DIFFERENT?

- They offer the quickest time to first shock at just eight seconds. Every second counts as the chance of survival reduces by 10% per minute
- They shock in more cases than other AEDs available on the market, helping to save more lives.
- They have the highest industry IP rating of IP56 – which means it is protected against dust and water and therefore suitable for use in almost any environment.
- They can shock someone with a chest impedance of 10-300 ohms – which is greater than other defibrillators available – therefore shocking in more cases resulting in more lives saved.

- They have a simple one-button operation, and voice and visual prompts for users, making them exceptionally easy to use by untrained and minimally trained rescuers.
- They can connect to remote monitoring systems making management of large fleets simple and cost effective.





### WHERE SHOULD THEY BE LOCATED?

In short, defibrillators should be available in just about every location imaginable, as you never know when someone is about to be struck by an SCA. Remember, it can happen to anyone, anywhere, at anytime.

Defibrillators should be treated in the same way as fire extinguishers, so they should not be locked away in a cupboard, and should be easily accessible to everyone – when you have one on your business premises. Aero Healthcare has a wide range of storage solutions for

defibrillators, so please contact us if you'd like to discuss what option would work best for your business.

If you don't have a defibrillator in your business and someone suffers from an SCA, when you call 999, you can ask the emergency services to identify the location of your nearest public AED. Then, they'll give you a key code to gain access to the device – as in public locations they are often protected so it remains secure.



**For industries that have remote workers** – such as offshore, wind farms and transport – public defibrillators will not be easily accessible, making the business case for a defibrillator very strong.

In addition, businesses that operate in the hospitality sector – such as restaurants and hotels – can occupy very large premises. It can therefore be difficult to get access to your nearest public AED if you're in a high rise building.

So, by investing in a defibrillator or multiple defibrillators (depending on your business set-up), you'll have complete confidence that your employees and customers will have easy access to lifesaving devices in times of emergency.



### **CONNECTED DEFIBRILLATOR BENEFITS**

- Connected via Wi-Fi or a cellular network.
- All information accessed via an online dashboard.
- Remotely monitor readiness information.
- Engage with responders faster.
- Implements emergency response system 24/7.
- Locate on a map and detect location changes.
- Receive alerts of any situation affecting readiness such as battery status.
- Be alerted when an AED has been used.
- Send SCA event data via Wi-Fi to emergency responders.
- Get notifications if batteries or electrodes are expiring.
- Eliminates manual checks and risks of human error.
- Automatically send event data and reports to hospital and medical caregivers.
- Helps you save time and money on device management.
- Existing HeartSine defibrillators can now be cost-effectively upgraded to connected devices using the HeartSine Gateway module.
- This facilitates remote monitoring for organisations with multiple sites and reduces the complexity of maintaining equipment.





best for you





# HEARTSINE GATEWAY MODULE

HeartSine Gateway enables AED (Automated External Defibrillator) program managers to readily manage a fleet of HeartSine® AEDs across a single or multiple locations by providing remote readiness information about each AED. When integrated into a HeartSine Samaritan® PAD 350P, 360P or 500P), HeartSine Gateway communicates, via a Wi-Fi connection to LIFELINKcentral™ AED Program Manager or LIFENET® System.





### THE LIFEPAK CR2

The groundbreaking LIFEPAK CR2
Defibrillator with LIFELINKcentral AED
Program Manager is at the heart of a
complete AED response system.

Everything and everyone involved are connected, reducing unnecessary delays when a SCA occurs. It's exactly the breakthrough technology you'd expect from the industry leader. The LifePak CR2 connects to the internet via Wi-Fi connection.



### **ROTAID 24/7**

Rotaid 24/7 enhances your AED with extremely effective online and offline connectivity that reduces response time and maximises your chances of saving the life of a loved one, friend, colleague or neighbour.. Whenever the Rotaid 24/7 cabinet is opened, it automatically alerts and mobilises your response team, minimising their time to arrival. If wished, law enforcers and paramedics can be similarly alerted. It's designed and built for the outdoors.



### **CONSIDERATIONS FOR THE COLD WEATHER**

Whilst the UK can experience long summer nights, we can be struck down by extreme cold temperatures too – which can lead to faults for defibrillators.



If you experience cold weather, we'd recommend following our four key tips:

- If your defibrillator has been stored at temperatures below operating level move it into a warm room to ensure it's good to go if it's needed.
- If you keep your defibrillator in vehicle, wrap it in a thick garment, fleece or heavy foil blanket this will help shield the AED from the cold temperatures and help prevent temperature related issues.
- If you do have to use an AED that was in the cold and the pads are cold or stiff warm them between the palms of your hands until they loosen before applying to the patient's chest.
- Whilst the temperatures are extremely cold, it might be wise to check the status indicator of the AED to ensure the device is ready for use for the duration of extreme weather. And, if you need to move the device into a warmer position, be sure to place a note in its original spot to let people know where it is, and move it back once the cold weather has passed.



### **KEY CONSIDERATIONS WHEN PURCHASING A DEFIBRILLATOR**

So, you now understand the importance of defibrillation, and the need for a device in your business, but you need to convince your board of directors.

At Aero Healthcare, we can work with you to put your business case together, sharing details about the benefits of having a defibrillator on site and how they can mean the difference between life and death, and we can even help you present your case to your wider team to gain buy-in.

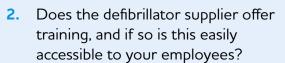


### But now comes the tricky part - which defibrillator should you choose?

There are many alternatives available on the market, so it's essential that you choose wisely, and the device you select meets all your specific needs and requirements. As it's important to remember that they are not all the same, and device performance and clinical efficacy vary considerably. We'd recommend considering the following:

### **DEFIBRILLATOR CHECKLIST**

- Do you want a semi-automatic or automatic device?





Where will it be located and how will it be stored?

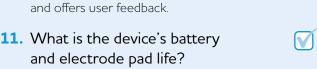


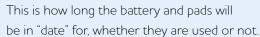
4. How will it be monitored and maintained? Does the device offer remote monitoring?



This is important as it allows you to access the status of multiple units across various sites.

What's your employee demographics - and can the defibrillator "shock" everyone that is likely to be at your premises?





6. How easy is it to operate?

12. How will you pay for the defibrillator - does the supplier offer finance options?

8. Does it come with minimum

10. Does it offer CPR feedback?

Standard 810F.

8 years manufacturer's warranty?

9. What is the IP rating of the device?

This measures the machine's tolerance

to dust and moisture. Ensure you look for products that have an IP rating of 55

or above and that they are tested to Military

This is a feature that talks to the defibrillator

user and tells them how to perform CPR

7. Does it come in different languages, do you need a second language?







### ABOUT AERO HEALTHCARE DEFIBRILLATOR DEVICES

As the UK master distributor for HeartSine and Stryker defibrillators, we supply these key models:



### HeartSine PAD 500P with CPR Feedback

A semi-automatic defibrillator that is operated by using two buttons. It features clear and simple voice prompts for users, with visual prompts to assist the rescuer in noisy or multi-lingual environments. In addition, the 500P features unique patient specific CPR feedback which instructs the user to push harder, faster, slower or reassures you that you're doing it right. This patented ICG technology has been correlated to a host of physiological parameters that have been recorded and tested during actual CPR applied to real cardiac arrest victims. This helps to provide the rescuer with simple instructions to maintain good, effective CPR — increasing the chance of saving a life and reducing the risk of neurological damage.



### HeartSine PAD 350P with CPR Feedback

A semi-automatic defibrillator that is operated by using two buttons. In addition, it provides audio prompts to users and metronome for CPR timing, and features visual representations of how to use the device.



### HeartSine PAD 360P with CPR Feedback

A fully-automatic defibrillator that is operated by pressing one button. It will deliver a shock after a countdown, which means the user doesn't have to press the shock button. Similarly to the 350P it has CPR timing audio prompts and visual explanations.



### HeartSine Public Access Defibrillators with Remote Monitoring



HeartSine 350P Connected with Integrated HeartSine Gateway



HeartSine 360P Connected with Integrated HeartSine Gateway



HeartSine 500P Connected with Integrated HeartSine Gateway

## INTEGRATED HEARTSINE GATEWAYremote readiness made easy







HeartSine Gateway enables AED (Automated External Defibrillator) program managers to readily manage a fleet of HeartSine AEDs across a single or multiple locations by providing remote readiness information about each AED.

When integrated into a HeartSine samaritan PAD 350P, 360P or 500P, HeartSine Gateway communicates, via a Wi-Fi connection to LIFELINKcentral AED program manager, the results of the

weekly AED self-test including if the AED battery is low.

**Self-monitoring** – independently monitors its own readiness, sending email alerts when it reaches low battery power or is out of operational temperature range.

**Self-powered** – preserves the AED battery life as it is self-powered using off-the-shelf batteries (4x CR123A 3V, non-rechargeable).

**Protection in challenging environments** – offers the same high level of protection against dust and water as the AED.



### **PURCHASING PACKAGES & BENEFITS FOR END USERS**

When an end user is interested in purchasing a defibrillator, there are other items that can be added on to their order to enhance their purchase and help boost your profits.

To give your customers everything they need, we recommend sharing details about Aero Healthcare's "bronze", "silver" and "gold" purchase packages.

These packages act as a starter kit by including storage and training with other essentials. And if they don't initially suit your customers' needs, the items included in them can be tailored to meet their exact requirements. **Please find details about our purchasing packages below.** 











**BRONZE** 



**SILVER** 



**GOLD** 

### The selected defibrillator, complete with:



#### Internal Wall Cabinet (HS-WC-01)

Ensure the defibrillator is secure and in a fixed location whilst easily accessible to bystanders. Lockable via a security seal if required. (Security seal not included). Dimensions: 57x37x14.5cm



#### AED Prep Kit (AED-PK21)

Aids the rescuers when removing clothes, hair from chest and towelling down the patient should they be sweating prior to placing on the electrodes.



### A4 How To Use A Defibrillator Wall Sign - Self Adhesive (SGN514)

Step by step guide for any unstrained defibrillator user.



### A5 AED Wall Sign - Self Adhesive (PAD-ACC-05)

Ensures defibrillator locations are clearly identified.



### Instructional USB (AED-DVD; AED-DVD-350; AED-DVD-360)

Our training USB provides sufficient familiarisation with the HeartSine units to enable lay rescuers to feel confident in attempting a rescue. This is an extremely competitive method of delivering training, can be used by as many staff members as required and retained for periodic refresher training at no additional cost.



### Certified Onsite BLS/CPR & AED Training for up to 12 Delegates

Facilitated by experienced trainers at locations of your selection this 4-hour course can be attended by groups of up to 12 people.



Accessed on-line at your convenience.







The above Purchasing Packages are also available for EXTERNAL AED CABINETS. Please contact us to find out more information.





### LifePak CR2 USB

The LifePak CR2 USB is designed especially for use in public areas by providing a sophisticated defibrillator for adult or paediatric use, inside a lightweight and easy-to-operate system.

Simple bold graphics, audible instructions and automated features help users remain focused. Prompts include the initial Basic Life Support Steps. It provides CPR coaching on CPR technique and correct depth for adult and paediatric patients, including a metronome. It will also detect whether chest compressions are being performed and adjust the voice prompts, to help the responder resume CPR.



# CONTACT US NOW Find out which

defibrillator is

best for you

### LifePak CR2 Connected

A fully-connected defibrillator that has a builtin response system. It allows you to track the readiness of the device – the battery power, pad and location – automatically. And, it offers audio prompts which can be set to two different languages.

The CR2 provides the right amount of instruction and includes new cprlNSIGHT™ analysis technology. Once CPR begins, cprlNSIGHT technology automatically analyses and detects if a shock is needed. This significantly reduces pauses in chest compressions, even eliminating pauses if the rhythm is determined to be non-shockable.

And more CPR means improved blood circulation and better odds of survival. The CR2 is the only AED that allows chest compressions during ECG rhythm analysis thereby reducing pauses between CPR and defibrillation.

The "cprINSIGHT" analysis technology, also provides analyses for shockable rhythm during chest compressions with no need to pause therefore increasing the hands on time (CPR fraction).





### Rotaid 24/7 Connected AED Cabinet

The Rotaid 24/7 is designed to make your AED more effective and to increase the rate of survival from cardiac arrest. Built to optimise rescue readiness, it allows easy access to public defibrillators and improves response times by utilising highly visible warning signals, a high-volume alarm, and connecting to first responders via mobile data. This responsive mobile communication technology provides responders with accurate locations and progress monitoring, so that victims can be reached faster and treated effectively.

Constructed using high quality materials and self-heating for indoor and outdoor use, it can withstand any climate or environment and provides constant feedback on any maintenance issues. This ensures security, safety and rapid emergency response in any public or private domain.



### Rotaid 24/7 Totem

A high quality, robust totem, designed for use with the Rotaid 24/7. Ideal for in and outdoor installation, the modular set up allows for easy and safe construction and the use of custom-made branding panels can help it blend in with its environment. Features a storage box for the transformer unit to maximise safety and can be fixed to the floor for additional security.





### **EXTENSIVE WARRANTY...**

All of the defibrillators we supply come with an eight year warranty, which is one of the longest manufacturer's warranty available on the market





### **MOBILE SOLUTIONS**



### **Thermal Hard Case**

Ensuring your defibrillator is protected against extreme weather, whilst remote working.

- Tested to IP67
- Tested to MIL-STD-810F for Vibration and Impact Resistance
- Crushproof
- Dustproof
- Waterproof
- Lightweight
- Bespoke Thermal Protection Form (operating temperature reaching +100°C down to a minimum of -70°C)
- Lifetime Guarantee (you break it, we replace it. Forever.)



### HeartSine AED Rescue Backpack

The HeartSine AED Rescue Backpack fits the compact size of any HeartSine samaritan® Public Access Defibrillator (PAD) perfectly and allows it to be transported easily to almost any location.

The backpack will carry enough equipment to keep the people around you heart safe and can be easily customised to carry any HeartSine defib as well as extra Pad-Paks, a prep kit, first aid kit, and room for many other items.

• Dimensions: 160cm x 36cm x 22cm



### Hybrid Trauma Kit

Thermal hard case exclusively designed to combine Defibrillator & First Aid tools to equip rescuers with essential items to treat major bleeds to the arms and legs including sudden cardiac arrest following a traumatic event. Hard case tested to IP67 and MIL-STD-810F for Vibrations and Impact Resistance.

- Burns Module
- Trauma Module
- Eye Wound Module Dressing
- Bandage Module
- HeartSine Samaritan Pad Defibrillator



### **ASSESSING THE RISKS IN DIFFERENT SECTORS**



### **ARMED CONFLICTS**

### Potential risks that may arise to casualties:

- Open chest wounds
- Bullet, blast, knife & shrapnel wounds
- Severe limb bleeding injuries and amputations.





### WIND FARMS AND OFF-SHORE

### Potential risks that may arise to casualties:

- Sudden cardiac arrest (SCA)
- Limb related wounds including crush injuries
- Serious external bleeding.







### **CONSTRUCTION SITE**

### Potential risks that may arise to casualties:

- Sudden cardiac arrest (SCA)
- Severe limb bleeding injuries and amputations
- Friction, electrical and heat burns.





### **RUNNING GROUP**

### Potential risks that may arise to casualties:

- Sudden cardiac arrest (SCA)
- Skin injuries including sunburn and bruises
- Serious external bleeding.





We also supply defibrillator and first aid solutions for other sectors such as offices, retail, catering & hospitality, industrial sites, logistics and utilities. Please contact us to find out how we can assist you.



### **WORKPLACE SAFETY – WHAT YOUR BUSINESS NEEDS**

People at work can suffer injuries or be taken ill, whenever, wherever. And,

it doesn't matter if the injury or illness is caused by the work they do, it's important to give them immediate attention and call an ambulance in serious circumstances, to prevent minor injuries becoming major issues.



### The Health and Safety (First Aid) Regulations 1981 states...

"An employer shall provide adequate and appropriate equipment, facilities and personnel to ensure their employees receive immediate attention if they are injured or taken ill at work."

### Who does this apply to?

All workplaces — including those that are self employed and have less than five employees.

### What does this look like?

The HSE states that the minimum first aid provision on any work site should be:

- A suitably stocked first aid kit
- An appointed person to take charge of first aid arrangements
- Information for employees about first aid arrangements.

At Aero Healthcare, we recommend following the British Standard's guidance when stocking a first aid kit as it's aligned with real business needs and risks — and you can find out more about this later on in this guide.

### How many first aiders do you need?

For low risk workplaces with 25-50 people, there should be at least one first aider that holds an "Emergency First Aid at Work certificate." Another first aider is required per 100 employees.

High risk workplaces, such as construction sites or manufacturing plants require first-aiders who have gained a certificate in "First Aid at Work" and it is advised that all staff are trained in First Aid at Work.



### TOP SIX COMMON FIRST AID SAFETY HAZARDS

### 1 Poor housekeeping

From clutter blocking fire exits, walkways and emergency exits to over-stacking office shelves or electrical rooms being used inappropriately for storage, general "housekeeping" can be a common safety hazard in many organisations.

Workers shouldn't wait for housekeeping or maintenance people to take care of these issues, and should clean up as necessary. Another issue can be leaks, spillages or standing water which can contribute to slips, trips or falls.

However, if the clutter or spillage requires specialised training to clean up, then employees should alert managers, who can send the appropriate staff to deal with the issue.

### 2 Electrical – extension cords

Many electrical hazards are related to inappropriate use of extension cords.

This can be seen when multiple extension cords or power strips are used, and "chained" together.

Extension cords can be useful for temporarily supplying power, but shouldn't be looked upon as a permanent solution — which is when a cord is used for several weeks or months

And, extension cords lying on the ground for extended periods of time can be a trip hazard, and subject to traffic abuse if they are located in busy factories or warehouses that have machinery in operation such as forklifts. And, regular footfall or machinery on extension cords can wear down the insulation around wires and create shock hazards.

In addition, multiple extension cords can cause fire risks.

### 3 Chemical substances

Workers can be exposed to chemicals in liquids, gases, vapours, fumes and particulate materials.

Chemical hazards include acids, pesticides, carbon monoxide, flammable liquids, welding fumes, silica dust and fibreglass fibres.

If you purchase and use chemicals as part of your business, you must have a control system in place, to ensure that your employees know what the chemicals are for and why they were ordered.

The Occupational Safety and Health Administration's (OSHA) Hazard Communication Standard requires facilities to keep an inventory of all products. For this, we'd recommend taking note of the chemical's expiration date, and ensure chemicals are used by that date, or disposed of properly.

Another potential hazard can be transferring chemicals from one container to another.

### 4 Physical hazards

This focuses on factors in the environment that can harm the body and skin of your employees, without them touching it.

It can include issues such as radiation, exposure to sunlight or ultraviolet rays, extreme temperatures (hot or cold) and constant loud noise.

### 5 Biological hazards

These will be relevant for businesses that work with animals, people or infectious plant materials, and can often impact those that work in schools, day care facilities, colleges and universities, hospitals, laboratories, emergency responses, nursing homes and any outdoor occupations.

Hazards and things that your employees may be exposed to include blood and other body fluids, fungi / mould, bacteria and viruses, plants, insect bites and animal droppings.

Other hazards outside the first aid spectrum include:

- Ergonomic these occur when the type of work, body position and working conditions put a strain on your body.
- Work organisation this relates to hazards or stressors that cause stress from workplace issues such as workload, lack of control and / or respect.

### 6 Mental health hazards

These are issues centering around how we think, feel and behave. One in four people in the UK will have a mental health problem at some point in their lives. The most common mental health issues are anxiety and depression, with work-related stress considered a significant factor. As an employer, you can help manage and prevent stress by improving conditions in the workplace — simple acts such as improving the lighting, providing adequate back support for chairs and empowering workers to communicate can make a huge difference.







# HSE vs BRITISH STANDARD (BS) WORKPLACE FIRST AID KITS – WHAT YOU NEED TO KNOW

In 2015, the HSE updated its First Aid at Work – Guidance on Regulations, which included a change to its recommendations for first aid kit content.

### How does this relate to British Standard First Aid Kits?

The HSE states that...

"... Employers may wish to refer to British Standard BS 8599-1:2019 which provides further information on the content of workplace first-aid kits."

### But what does this mean?

The BS 8599-1:2019 workplace first aid kit standard sets the minimum recommended content that workplace first aid kits should conform to. And, it recommends the size and number of kits required, dependent on the number of employees and hazards in your workplace.

### BS compliant kits vs HSE kits

The differences in the BS compliant kits when compared to the HSE kits are:

- Water based, sterile gel burn dressing to provide immediate and rapid cooling for burns and aid in the healing process
- An increased number of disposable gloves, and they must be nitrile, which eliminates the risk of latex allergies
- A decreased number of triangular bandages, as they are no longer recommended to immobilise injured limbs
- Smaller, absorbent wound dressings for finger injuries are included
- Clothing cutters are included to cut bandages and remove clothing from around a wound
- Resuscitation face shields are included to provide a protective barrier for administering mouth to mouth resuscitation
- Heat-reflecting foil survival blankets are included to help keep a casualty warm in cases of shock or exposure to cold temperatures
- Sterile saline wipes are included instead of alcohol-free wipes, meaning they can now be used on broken skin.



### Bleed Control Kits with RapidStop®

In workplaces where there is a risk to life, Bleed Control Kits featuring Aero's RapidStop® tourniquet should be provided as well as first aid kits.

### What are Bleed Control Kits for?

A Bleed Control Kit contains advanced first aid products designed to treat bleeding injuries. These kits would be suitable for businesses that work with dangerous machinery or sharp instruments, cutting equipment, power tools or firms that operate in industries such as construction, agriculture or forestry.

### How many Bleed Control Kits should businesses have?

Employers should take into consideration the maximum number of people on site at any one time, as each kit is designed to treat one person.

### Aero's RapidStop® Advanced Bleed Control Kit includes:

1x RapidStop® responder tourniquet

1x trauma dressing (18x10cm)

1x pair of nitrile disposable gloves

1x chest seal dressing vent

1x emergency foil blanket

1x pair of trauma shears

1x permanent marker pen

### Aero Healthcare's recommendations

BS 8599-1:2019 compliant first aid kits provide a comprehensive provision for your staff and prove your care of them.

The kits are aligned to the risks found in today's workplaces and provide a modern understanding of things such as the importance of maintaining body heat to avoid shock induced hypothermia.

In addition, BS first aid kits include larger quantities of frequently used items such as plasters, gloves and wipes and less of the infrequently used items.

Whilst the purchase price of a BS first aid kit is higher than HSE kits we recommend that they should be used in all workplaces, as we believe HSE compliant kits are outdated and do not align with the needs and risks of today's working environment.





### **CONTACT US NOW**

Find out which First Aid products are best for you

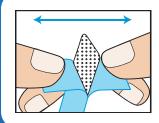




### **HOW TO APPLY A PLASTER**

- Clean and dry the skin around the wound.
- Unwrap the plaster and hold it by the protective strips with the wound pad side facing down.
- Carefully peel back the strips to show the wound pad, but do not remove them
- Place the pad on the wound, pull away the strips, and press the edges of the plaster down.

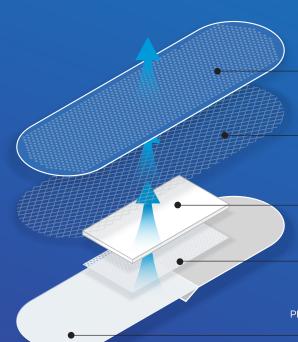
# THE WORLD'S STICKIEST PLASTER FEATURING SUPABOND



#### PROTECTIVE WRAPPER

A cold-sealed paper wrapper ensures a sterile bandage, with distinct opening tabs for easy fumble-free opening.

Individually wrapped for guaranteed quality and tamper protection.



### AEROPLAST™ VISUAL LAYER

A vibrant blue plastic layer that bends, stretches and conforms to suit all applications. Providing waterproof protection against dirt and germs while maintaining breathability for the wound.

### SUPABOND® ADHESIVE

Exclusively engineered for unrivaled latex free and hypoallergenic adhesion.

### **WOUND PAD**

Super absorbent non-woven wound pad that helps reduce skin maceration & aid in faster healing.

### NON STICK BARRIER

A non-adherent barrier, provides wound protection and minimises trauma on removal.

#### **PROTECTIVE FILM**

PE coated & silicone release papers ensure easy removal without touching the wound pad & helps maintain superior adhesion.





### **HOW TO PERFORM A RISK ASSESSMENT**

Accidents can happen to anyone at anytime, even in low risk organisations with few employees. And, organisations are required to carry out an assessment of first aid needs.

### What does this involve?

Consideration of:

- Workplace hazards and risks
- The size of the organisation
- Determination of what first aid equipment, facilities and personnel should be provided.

### SELECTING THE BEST FIRST AID KIT FOR YOUR WORKPLACE

From this risk assessment, the following table from the British Standard BS8599, can be used as a reference to determine the size of First Aid Kit your organisation needs based on number of employees and workplace environment.

Category of Hazard	Number of Employees	Number and Size of First Aid Kit
Low Hazard	Fewer than 25	1 Small Kit
e.g. shops, offices, libraries, etc.	25-100	1 Medium Kit
	More than 100	1 Large Kit per 100 Employees
Lone Workers	Individuals	Personal Issue Kit*
High Hazard	Fewer than 5	1 Small Kit
e.g. light engineering and assembly work, food processing, warehousing, extensive work with dangerous machinery or sharp instruments, construction, chemical manufacture, etc.	5-25	1 Medium Kit
	More than 25	1 Large Kit per 25 Employees
High risk workplaces should also consider providing Bleed Control Kits (see previous page for further information).		*Small first aid kit containing basic first aid components for one person. Designed to be issued to individuals as a supplementary resource to small, medium and large first aid kits being available in the workplace, as required.



### **BUDGETING FOR YOUR FIRST AID**



### **AERO HEALTHCARE'S RECOMMENDATION**

Drawing on our extensive global market experience, we recommend careful consideration of annual first aid budgets.

Ensure you purchase quality products that do perform and remember the correct provision sends a powerful message of your genuine care for your staff.

Also include an increased budget should your risk assessment identify the need to install a defibrillator. There are several routes to procure defibrillators; outright purchase, financed or rental that you can freely discuss these options with our distributors.



### FIRST AID KIT MAINTENANCE REQUIREMENTS

It's essential to ensure your first aid provisions are kept in good condition, within expiry date and replenished when used. At Aero Healthcare, we have two methods for maintaining your first aid provision:

### **Managed**

In "high risk" industries such as manufacturing and food preparation, we provide a first aid program through carefully selected partners who visit their customers' sites to ensure kits are stocked correctly.

This provides product modules for each type of injury including burns, eye wounds, major wounds, minor wounds and hygiene products such as body fluid clean up. And, our partners offer rental and refill services in addition to washroom products, work clothing and defibrillators.

And, products supplied are fully traceable, as our partners use Radio Frequency Identification (RFID) systems to ensure first aid provisions are always ready for use.

### Self-managed

Alternatively Aero Healthcare Instant Refill First Aid Kits offer excellent, quality first aid products that comply with BS 8599-1:2019.

Available in a range of containers to suit your aesthetic or environmental needs, this range utilises our proprietary four pouch refill system and premium products including AeroPlast plasters – one of the world's stickiest, best performing plaster.

This range is supplied through an extensive distributor network covering all geographic areas and industry sectors.



It's ideal to have First Aid

Points conveniently located in your workplace that can be tailored and can grow as your organisation grows





### RAPIDSTOP® TOURNIQUET



INTUITIVE. STRONG. LIFESAVING.

# DESIGNED TO WORK, FAST.



Using the extensive experience gained from working with the Metropolitan Police, Aero Healthcare developed the RapidStop® Tourniquet alongside MIT engineers. And, perfected through real-world Emergency Medical Services (EMS) and Military testing, the fastest tourniquet ever created is designed to work in the toughest of conditions. RapidStop® represents a haemostatic solution with military-grade ruggedness, all age suitability, superior single-handed application and the fastest average occlusion time.







### RAPIDSTOP® TOURNIQUET



### **MILITARY / TACTICAL**

Rugged, reliable and quick features make the RapidStop® ideal for military use in high-stress trauma situations where application time is critical. Single-hand self-application ensures fast application and a proprietary clasp mechanism prevents premature release. The lightweight tourniquet also packs flat for easy personal carry.



### FIRST-RESPONDERS

RapidStop® is the one-size-fitsall tourniquet for Police, Fire and Paramedics. Our proprietary technology ensures fast, easy application in emergencies, with the one device providing rapid occlusion for both adults and children eliminating the need for multiple devices or extra training.



### **HIGH-RISK INDUSTRIES**

Regardless of the industry, RapidStop® is an essential life-saving device that offers maximum efficacy when it's needed the most, and with minimal training required. Every high-risk activity from farming to manufacturing has a threat of severe injury. RapidStop® prepares the workforce for when the worst eventuality happens.



### **EXTREME SPORTS**

The risks of acute trauma due to accidents are real, making the RapidStop® Tourniquet an essential piece of equipment for the outdoor adventurer. The slim, lightweight design makes a small addition to a kit, but with significant effects in an emergency situation.

### 

Fast and easy single-handed self- application are paramount to a tourniquet's effectiveness in any environment. RapidStop® stands out from the competition as one of the few tourniquets that exceed these life-saving requirements utilising key patented and proprietary technologies.

# STRUNG

Made in America and built tough to military standards. The patented ratchet lever technology is made from the same polycarbonate used in the F-22 jet fighter canopy. The tourniquet's band is made from high-strength nylon webbing rated to a two-ton breaking point. RapidStop® has constructed the tourniquet to endure extreme temperatures and resist any corrosion, ensuring it stands true in the toughest of conditions.

# **FESAVING**

Easy as 1-2-3. Three quick and simple steps set RapidStop® Tourniquet apart from the competition. Clear instructions enable an untrained user to apply the tourniquet with speed and reliability. Integrated instructions on the RapidStop® Tourniquet are stitched on as weather-resistant waterproof vinyl tags. Pocket-sized instruction cards make learning and becoming familiar with the RapidStop® easy.



### RAPIDSTOP® TRAUMA SOLUTIONS

A trauma solution isn't supplementary to first aid, it's essential.



**Training** RapidStop®



Military RapidStop®



### RAPIDSTOP® BLEED CONTROL KITS

The RapidStop® Bleed Control Kit has everything you need to save lives, FAST.

The RapidStop® Bleed Control Kits are designed for quick and effective control of mass haemorrhaging. These compact kits are designed to provide treatment options with efficiency and effectiveness in mind, whether used in Military, First Response or Civilian environments.







### KIT CONTENTS

### RSK500 Standard

- 1x RapidStop® Tourniquet (Orange Strap)
  4x AeroGlove Nitrile Gloves

- 1x AeroPlast Emergency Foil (140x210cm)
  1x AeroWound Trauma Dressing (10x18cm)
- 1x Aero Tuffcut Scissors
- 1x RapidStop® Permanent Marker

#### RSK501 Advanced

- 1x RapidStop® Tourniquet (Orange Strap)
  4x AeroGlove Nitrile Gloves
- 1x AeroPlast Emergency Foil (140x210cm)
  1x AeroWound Trauma Dressing (10x18cm)
- 1x Aero Tuffcut Scissors
- 1x RapidStop® Permanent Marker
  1x Chest Seal Dressing Vent

#### RSK502 Pro

- 1x RapidStop® Tourniquet (Orange Strap)
  4x AeroGlove Nitrile Gloves

- 1x AeroPlast Emergency Foil (140x210cm)
  1x AeroWound Trauma Dressing (10x18cm)
- 1x Aero Tuffcut Scissors
- 1x RapidStop® Permanent Marker 1x Chest Seal Dressing Vent
- 1x Haemostatic Gauze (5ft Z-Fold)



### CONTROL KIT POUCH vs KIT BOX

The RapidStop® Bleed Control Kit is also available as a portable and lightweight pouch. The kit pouches contain the same kit contents as the weatherproof kit boxes but without the box's bulk. Can also be used as a refill pack for any used Bleed Control Kit box.



### HAVE YOU CONSIDERED THE FOLLOWING...



**Hybrid Trauma Kit** 



Public Access Trauma (PAct) First Aid Kit



FREC 3 Response Kit





### **Hybrid Trauma Kit**

Thermal hard case exclusively designed to combine Defibrillator & First Aid tools to equip rescuers with essential items to treat major bleeds to the arms and legs including sudden cardiac arrest following a traumatic event. Lightweight hard case tested to IP67 (dust-proof and waterproof) and MIL-STD-810F for Vibrations and Impact Resistance (crushproof, bespoke thermal protection foam) protects the kit contents against extreme weather, whilst remote working. Comes complete with a HeartSine Samaritan Pad 500P defibrillator with CPR Advisor.

The comprehensive wound care kit contents are stocked in easy-to-use colour specific module pouches that are clearly labelled to ensure the correct first aid treatment is applied for the right injuries.

#### **MODULE KIT CONTENTS**

- Aero Tuffcut Scissors 7.5x190mm
- AeroPore Clear Adhesive Tape 2.5x5cm
- AeroBurn Sterile Gel Dressing 20x20cm
- AeroBurn Sterile Face Gel Dressing Face Mask
- Aero Security Seal Pack of 10
- AeroHazard Clinical Waste Bag 381x711x990mm
- RapidStop® Tourniquet Orange Strap
- Aero A6 First Aid Leaflet
- Aero Wash Eye Wash 250ml
- AeroPlast w/p Assorted Env10

- AeroShield CPR Face Shield
- AeroPlast Emergency Foil Blanket (silver) 140x210cm
- AeroWound Trauma Dressing Medium 10x18cm pad
- AeroBand CC Cotton Calico Tri-Bandage 90x90x127
- AeroWound Trauma Dressing Large 15x18cm pad
- AeroGlove Nitrile Gloves, Powder Free (medium pair)
- AeroGlove Nitrile Gloves, Powder Free (large pair)
- AeroGlove Nitrile Gloves, Powder Free (extra large)
- AeroWipe Saline Cleansing Wipes (bulk)





### Public Access Trauma (PAct) First Aid Kit

The Public Access Trauma (PAct) First Aid Kit includes vital components plus the patented RapidStop® Tourniquet with military-grade ruggedness, and the fastest average occlusion time. Effective in all environments, its designed to save lives by being kept in public spaces such as arenas, football stadiums and railway stations.

#### **KIT CONTENTS**

- AeroView Safeview Glasses (x2)
- AeroGlove Nitrile Gloves Powder Free (x4, Large Blue)
- AeroMask Type IIR Face Mask (x2)
- Aero Tuffcut Scissors (x2, 7.5"X190mm)
- AeroWound Trauma Large Dressing (x4, 15x18cm Pad)
- AeroBand CC Cotton Calico Tri-Bandage (x2, 90x90x127)
- RapidStop® Tourniquet Orange Strap (x2)
- AeroShield<sup>™</sup> CPR Face Shield (x2)
- RapidStop® Permanent Marker x2)



### FREC 3 Response Kit

This Trauma Kit is packed into a Green Mini Backpack made from TPU Coated Polyester. Contains equipment to deal with a range of pre-hospital care emergency including managing patient's airways, catastrophic bleeding, fractures, etc.

### KIT CONTENTS

- AeroBreathe Respi-Check Non-Rebreathing Oxygen Mask (x4)
- AeroBreathe Guedel Airways No. 0-5 (x2 off each)
- I-Gel Supraglottic Airways for Small Adult Size 3, Medium Adult Size 4 and Large Adult Size 5 (x2 off each)
- AeroBreathe Nasopharengeal Airway Size 6 (x2)
- TVAC Disposable Suction Unit (x1)
- Cas Straps Long Dark Blue and Short Light Blue (x2 off each)
- AeroRescue Sam Splint 91.5cm X 11cm Rolled (x1)
- AeroRescue Sam Splint 91.5cm X 11cm Flat (x1)
- Pelvic Sling 12.6 X 19cm (x1)
- AeroGlove Nitrile Gloves, Powder Free (x10, Large Pair, Blue)
- AeroBreathe Bag Valve Mask Resuscitator (x1)
- AeroForm Bandage 10cm X 4m (x4)
- Aero Tuffcut Scissors 7.5" X 190mm (x1)
- AeroWipe Alcohol Free Wipes (x1, Pack of 100)
- AeroDiagnostic Digital Finger Tip Pulse Oximeter (x1)
- AeroTransparent Tape 2.5cm X 5m (x2)
- Fox Chest Seal (x1)
- AeroRescue Combat Tourniquet C-A-T Black (x2)
- Celox Gauze 5ft Z Fold (x2)
- AeroWound Trauma Dressing Medium 10x18cm Pad (x4)
- Pen and Notebook for First Aid Kits (x1 off each)
- AeroHazard Clinical Waste Bag 30 Litres (x1)
- AeroRescue Adjustable Stiff Neck Collar (x1)



### **CERTIFICATED TRAINING COURSE OPTIONS**

### **Description Price** £POA\* End User On-site / Face-to-Face Product Familiarisation Training for up to 12 Delegates with Certificate of Attendance (Duration: 60 minutes) £POA\* Online Certificated BLS/CPR & AED **Training Courses** Did you know... Every year more than seven million people suffer from a Sudden Cardiac Arrest (SCA) globally without any warning. And only five to 10% of those affected actually survive. Face-to-Face/On-site Certificated BLS/ **CPR & AED Training Courses** for up to **£POA\*** 12 Delegates (Duration: 4 hours)

\*Phone on application



### **OUR MEDICAL CONSUMABLES**

### Our full selection of First Aid product categories for home, on the move and in your workplace:

- First Aid Kits, Bags, Cases & Cabinets
- Eye & Wound Irrigation
- Burn Treatments
- Adhesive Plasters, Dressings & Tapes

- Gauze, Swabs & Cotton Wool
- Hot & Cold Treatments
- Gloves, Hygiene & Infection Control Products















### Our four key product categories



FIRST AID PRODUCTS



PUBLIC ACCESS AEDS



FIRST AID TRAINING SUPPLIES



**WOUND CARE** 



### Contact Aero Healthcare today

Help to save someone's life today by procuring the most appropriate first aid and defibrillator from Aero Healthcare.



For further information on our first aid solutions, defibrillators and how you could benefit, simply get in touch with a member of our team who will be happy to assist you.





**HEALTHCARE** | WE MAKE IT BETTER

CALL **01403 790 704**VISIT www.aerohealthcare.co.uk