Welcome to the first HS-UK & John Weiss joint newsletter

Dean Johnson, Haag-Streit UK and John Weiss & Son Managing Director, discusses sharing resources, maximising synergies and creating ‘one family’.

The move saw John Weiss & Son join sister company HS-UK, enabling the sharing of resources and maximising synergies between both organisations, creating ‘one family’.

I am delighted to report that much has been achieved in this short period of time. John Weiss has undergone some major changes to its business model. Two sales divisions; Surgical and Diagnostic, are now fully-established, both reporting to Grahame Wood, National Sales Manager, and the Haag-Streit Surgical portfolio of microscope products has seamlessly migrated from HS-UK to John Weiss.

Other members of the existing HS-UK team have also taken over responsibility for key business areas within John Weiss, including; Rob Morgan – export sales, Sharon Mills – marketing, Grant Duncan – education & training and Dave Margetts – customer services & internal sales.

Education and training has played a vital role in the integration, and a programme of staff training has been delivered to ensure the sharing of knowledge across both organisations. We have further developed our training space, creating ‘The Hub’ to accommodate ongoing future learning initiatives.

Although both John Weiss & Son and HS-UK remain legal separate entities, and retain individual corporate brands, my vision has always been to create a fusion between diagnostic examination and surgical procedures.

The structure we now have in place has successfully blurred the two into one, enabling us to move forward, with a single proposition, to meet the needs of the market. Very few companies are ready to satisfy this need, and we intend to be pioneers in this new field.

Challenges for medical manufacturing and distribution companies in the UK are increasing. Kevin Chilcot, Technical Operations Manager, has commenced work to ensure that mandatory compliance with the new MDR (Medical Device Regulation 2017/745) will be achieved, ensuring future continuity and the supply of John Weiss surgical instruments and HS-UK-distributed CCO diagnostic devices.

Dean Johnson
Managing Director, Haag-Streit UK and John Weiss & Son
HS-UK is pleased to announce the extension of the Haag-Streit Academy Training and Education Facility at its Harlow headquarters.

In recent years, one of the key roles for the Haag-Streit Academy has been to organise training courses and other live events, including workshops, lectures and symposia. Some of these events have been hosted at the Training Facility in HS-UK’s Harlow headquarters for a limited number of people. Where courses are larger, many are hosted at off-site venues, which led to the decision to extend the internal training space.

In addition, the relocation of John Weiss & Son to Harlow, and the closer working links and synergies between HS-UK and John Weiss, will likely significantly increase the number of training courses required.

In order to allow Haag-Streit Academy to host more in-house courses with larger delegate numbers, HS-UK has extended the existing training space to create ‘The Hub’, utilising adjacent office space.

The new training space will allow the introduction of more frequent recurring courses such as ‘Basic Slit Lamp Skills’ workshops and, potentially, smaller themed symposia. The new ‘Hub’ can accommodate increased delegate numbers, and provides adequate space to deliver larger, hands-on workshops. The area is also an ideal facility to host video conferencing and webinars.

The newly re-purposed ‘Hub’, combined with the existing Training Room, will provide a more fit-for-purpose Haag-Streit Academy Training Facility.

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**Work with John Weiss & Son to develop instruments**

John Weiss & Son is committed to working with Surgeons in the creation of new instruments, to support changes in surgery and the development of new surgical techniques.

We have previously worked with a number of Surgeons, both in the UK and internationally, to develop instruments including choppers and manipulators, which are now listed in our catalogue.

If you have an idea you would like to discuss, please contact Samar Hilsaca, John Weiss Product Manager, on +44 (0) 7790 816274, or email SamarHilsaca@johnweiss.com.

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**John Weiss & Son catalogue available to download**

The John Weiss & Son catalogue is now available for all customers to download online at [https://jweiss.co/2019catalogue](https://jweiss.co/2019catalogue)

The John Weiss & Son catalogue showcases the company’s comprehensive portfolio of precision ophthalmic surgical instruments. The extensive range of instruments are designed to meet the individual needs of each specialist Surgeon.

The catalogue encompasses easy-to-navigate sections, including: forceps, needle holders, scissors, choppers & manipulators, hooks, specula and extraocular products. It also includes the John Weiss range of diamond knives and veterinary products.

The pages in each section are designed to help the clinician learn more about each product and its specification. Each item listed includes a high-quality image, description of the instrument and the relevant product code, so that users can ensure they choose the right instrument to meet their needs.

If you would prefer a printed copy of the catalogue, please contact Sarah Pite, John Weiss & Son Customer Services Co-ordinator, at catalogue@johnweiss.com.
The Haag-Streit UK & John Weiss 2019 events calendar

Haag-Streit UK and John Weiss have a very busy events schedule every year. So far, during 2019, we have attended or supported more than 25 events. These have included key events in the ophthalmological calendar such as:


John Weiss & Son expands Sales, Product Manager & Customer Service Team

John Weiss & Son boasts a UK-wide network of Regional Managers, who are supported by Product Managers and an internal Customer Service Team.

Following the move to Harlow in January, John Weiss & Son have welcomed some new key members to the UK-based sales team.

Juanita Robinson rejoined the team in January as Regional Sales Manager for the North of England and Scotland. Juanita will be working alongside fellow Regional Managers Kimberly Undrill and Phil Martin.

Having worked for John Weiss previously, Juanita’s product knowledge is a massive asset to the team.

Samar Hilsaca, Product Manager, joined the team in April. Samar acts as a ‘product specialist’ for the John Weiss range. She has worked as a Theatre Nurse for more than 20 years, primarily specialising in ophthalmology.

Samar is now working alongside Steve Derham, who recently transferred from HS-UK to John Weiss & Son in the role of Product Manager for the Haag-Streit Surgical range of microscopes.

It is always a pleasure to have the opportunity to meet valued customers and showcase each company’s gold-standard product portfolio.

The events team have a packed schedule for the remainder of 2019. Key events include:

- SOC Autumn Mng – 20th September, Stirling (HS-UK)
- ESCRS - 14th – 17th September, Paris Expo (HS-UK & JW)
- UKICRS – 16th – 18th October, Hinckley Island (HS-UK & JW)
- BRAVO – 8th -10th November, Birmingham (JW)
- OIA – 15th & 16th November, Abingdon (HS-UK)
- UKEGS – 21st & 22nd November, Glasgow (HS-UK & JW)

If you have a query about any of the events that HS-UK or John Weiss attend, please contact Victoria Chapman-Brown, Events Co-ordinator, on +44 (0) 1279 456265.
Haag-Streit UK announces comprehensive new extended Slit Lamp 10 Year Warranty

Earlier this year, HS-UK launched the Slit Lamp 10 Year Warranty Maintenance Contract.

All Haag-Streit slit lamps are supplied with a 10 Year Limited Warranty* from the manufacturer, which covers all parts of the slit lamp against manufacturing defects, with any defective parts being replaced free of charge.

HS-UK is now offering a more comprehensive Slit Lamp 10 Year Warranty Maintenance Contract which extends this limited warranty to give customers full peace-of-mind.

The 10 Year Warranty Maintenance Contract includes; repair of slit lamps that have been subject to general wear and tear, labour costs and Engineer travel expenses. The contract also incorporates preventative maintenance and includes an annual visit from an HS-UK Service Engineer for the duration of the 10 year warranty period.

The cost of the Slit Lamp 10 Year Warranty Maintenance Contract is just £1750 (+VAT) per new slit lamp and to take advantage of it, customers must first register their slit lamp at https://registration.haag-streit.com.

Andrew Owers, HS-UK Service Manager, said, “The HS-UK Slit Lamp 10 Year Warranty Maintenance Contract is a fantastic opportunity for customers to extend the warranty on their slit lamp with a single, one-off payment to cover 10 years of servicing and maintenance on-site. I would urge all HS-UK slit lamp customers to take advantage of this offer, as it represents exceptional value-for-money.”

For more information, please visit https://hsuk.co/slitlampwarranty.

To take advantage of the HS-UK Slit Lamp 10 Year Warranty Maintenance Contract, first register your slit lamp at https://registration.haag-streit.com then contact Julie Scott, HS-UK Assistant Service Manager, on (01279) 456315 or email jscott@haag-streit-uk.com.

* Please note, warranty becomes invalid if the slit lamp is not serviced within a 3 month period, or is serviced by unauthorised Haag-Streit Service Personnel.

Why not follow HS-UK on social media today?

Twitter: @HS_UK
Instagram: @haagstreituk
Facebook: @haagstreituk
LinkedIn: /haagstreituk
YouTube: https://hsuk.co/youtube

HS-UK is extremely active on social media. Our aim is to create informative and interesting content, relevant to our thousands of valued followers.

Industry news stories, the latest HS-UK company news and exclusive special offers are posted several times daily. Why not follow us today?
Spotlight on the HS-UK Sales Team

The HS-UK sales team is responsible for sales of Haag-Streit’s ophthalmic diagnostic equipment such as; slit lamps, biometers and perimeters; as well as OCT, laser and ultrasound devices from our partners, Optovue and Ellex.

Graeme Wood, HS-UK National Sales Manager, has worked for the company for more than 30 years and manages a team of five Area Sales Managers (ASMs) across the UK.

The team includes; Angela Masson, ASM for Scotland, Ireland and North England, Nicky Carr, ASM for the North of England and Wales, Brian Bussey, ASM for London and the South East, Michelle Riley, ASM for the South-West and Abid Rahman, ASM for East Anglia and the Midlands.

Each of the ASMs boast vast industry experience and in-depth knowledge of the HS-UK product portfolio.

The team are dedicated to providing an outstanding service to all HS-UK customers. If you have an enquiry about any of the products within the HS-UK portfolio, email sales@haag-streit-uk.com.

Upcoming Haag-Streit Academy Courses

Haag-Streit Academy has run a variety of extremely popular courses throughout 2019. The courses have been well-attended and have received excellent feedback from delegates. The following courses are planned for the remainder of 2019;

- Gold Standard Perimetry Course, Radisson Blu Hotel, Leeds, on 10th September 2019
- Improving Outcomes Biometry Courses, HS-UK Training Facility, Harlow, on 10th & 11th October 2019
- Advanced Ultrasound Course, Crewe Hall, Cheshire, on 20th November 2019
- Premier Slit Lamp Imaging Course, Radisson Blue Hotel, Glasgow, on 25th November 2019.

If you would like further information on future Haag-Streit Academy courses, please visit https://hsuk.co/eventbrite or email Victoria Chapman-Brown, Events Co-ordinator, at academy@haag-streit-uk.com.

A one-stop-shop for all your ophthalmic, orthoptic & optometry needs

The HS-UK e-shop is open for business 24-7, so purchasing could’t be easier, or more convenient.

We offer a wide range of ophthalmic, orthoptic and optometry products from our best-selling range, and all are available at competitive online prices.

The simple e-shop order process, along with the integrated powerful shopping cart technology, allows customers to order with a few simple clicks, using either PayPal or their credit or debit card. All online transactions are fully secure.

Standard delivery for online purchases is just £4.50. FREE delivery is available on any single transaction of orders over £100.

Optimised for mobile devices, such as tablets and smartphones, the e-shop offers a dynamic, positive visitor experience.

Customers are encouraged to view the e-shop regularly to take advantage of exclusive online offers. Visit www.haagstreituk.com/eshop to find out more.
More comprehensive information has been added to the John Weiss & Son website, www.johnweiss.com. The site, which already boasted an online catalogue with advanced search and filtering functionality, has now been augmented with detailed product information and downloadable content, including videos and brochures.

A brand new product information section is now fully-live at https://jweiss.co/jwinstruments providing an overview of the comprehensive portfolio of John Weiss-branded ophthalmic micro-surgical instruments. It includes information on; titanium, stainless steel and reusable instruments, which are indexed in categories such as; Forceps, Needle Holders, Scissors and Choppers & Manipulators. There is also a section on Single-use instruments.

John Weiss & Son is also an authorised distributor for a number of quality, leading brands. A revamped ‘Trusted Brands’ overview section has also been created at jweiss.co/trustedbrands. To further enhance this ‘Trusted Brands’ section, a dedicated Ellex iTrack page is now live at https://jweiss.co/itrack and a page outlining the FEATHER portfolio of surgical cutting instruments can be found at https://jweiss.co/feather. Other dedicated product pages will be launched in the coming months.

Extensive information about the Haag-Streit Surgical range of microscopes has also been added to the website at https://jweiss.co/microscopes. More detailed information about the company including a ‘Meet the Team’ section is also now live at https://jweiss.co/aboutus.

John Weiss & Son develop new social media channels

The Marketing Team have spent some time this year creating and developing new social media channels for John Weiss & Son. Please find below a list of channels – please follow us!

Twitter: @johnweissandson
Instagram: @johnweissandson
Facebook: @johnweissandson
LinkedIn: @johnweissandson
YouTube: https://jweiss.co/youtube

Each channel contains a variety of interesting ophthalmological content, relevant news stories and eye facts. They also contain corporate posts relating to John Weiss’ products and staff, including exclusive special offers.

Please feel free to share the content with your followers, or to let us know if you have something relevant that you think we should post!

New Medical Device Regulation to come into force in May 2020

The new European Medical Devices Regulation (MDR) EU 2017/745 is due to come into force next year and will legally apply from 26th May 2020.

As a result, Haag-Streit UK and John Weiss & Son are in the process of transferring the certificates from the Medical Device Directive (MDD) 93/42/EEC to the new regulation. Both company’s products will continue to be supported with existing MDD certification until the end of the validity period stated on each certificate.

During the transition overlap period, our Notified Body (NB) will support both the existing MDD and the new MDR. The MDR NB designation process is underway and it is expected that this process will be complete by the end of 2019.

HS-UK and John Weiss & Son are carrying out significant work to address changes in classifications of products and compliance. We are also working closely with our NB to ensure minimal disruption in supply of our products.

The new regulations will help to ensure patient safety is considered throughout the instrument life cycle, with particular focus on cleaning, disinfection, sterilisation and maintenance of reusable instruments.
Spotlight on the John Weiss & Son ‘Trusted Brands’

John Weiss & Son is an authorised distributor for a number of established, quality leading international brands. They include; FEATHER ophthalmic scalpels, blades and holders, Keraring corneal ring segments, MedOne vitreoretinal cannulae, Lacrivera punctal inclusion systems, Spiggle & Theis lid implants, InstruSafe custom surgical trays, Morcher implants and Acrofine single-use instruments.

Ellex iTrack

John Weiss & Son is also the sole UK distributor for the Ellex iTrack canaloplasty microcatheter. Based on the same principles as angioplasty, the iTrack surgical system enlarges the eye’s natural drainage system, improving outflow and lowering intraocular pressure. For more information, visit https://jweiss.co/itrack.

The MedOne single-use cannula is for vireoretinal surgery. Developing and manufacturing high-quality specialty surgical products worldwide, MedOne offers the widest range of cannula products for small gauge surgery, allowing Surgeons to tackle a wide variety of cases using a small gauge surgical system.

KERARING intrastromal corneal ring segments are precision implantable devices for the correction of corneal surface irregularities and reduction of refractive errors associated with keratoconus and other corneal ectatic disorders. Keraring offer over 50 options of thicknesses, arc lengths and diameters, allowing for significant customisation of corneal remodelling and refractive correction.

The FEATHER portfolio consists of standard, MICRO FEATHER ophthalmic and micro-surgical cutting instruments. Due to the quality of the stainless steel and the exceptional manufacturing process, these provide ultimate cutting consistency and are extremely sharp, easy-to-handle and very durable. For more information, visit https://jweiss.co/feather.

InstruSafe customised instrument trays are designed to accommodate virtually any surgical instrumentation set. Constructed from durable aluminium, they consist of medical grade silicone holders, which are precisely tailored to house surgical instruments of any shape or size.

MORCHER is a specialist for intraocular lenses (IOL). They develop implants for cataract surgery. These include; capsular rings, Aniridia implants and special implants.

The Acrofine range of stainless steel, single-use packs and instruments are durable, cost-effective and easy-to-clean. Specifically designed for all common ophthalmic surgical procedures, the quality of Acrofine’s disposable surgical instruments is equal to, or better than, that of some single-use instruments on the market today.

The Lacrivera portfolio of innovative punctal occlusion systems are designed for the treatment of chronic dry eye. The VeraPlug Punctal Occluder conforms perfectly to the puncta for unparalleled retention and boasts a low-profile dome for enhanced patient comfort.

Each of the John Weiss & Son ‘Trusted brands’ are market leaders within the ophthalmology sector. Their products complement the John Weiss & Son portfolio of gold-standard reusable and single-use surgical instruments and procedures & implants, providing the ophthalmic surgeon with a one-stop-shop.

For further information on any of the John Weiss ‘Trusted Brands’, please visit https://jweiss.co/trustedbrands.
John Weiss & Son appointed sole UK distributor of the Haag-Streit Surgical range of microscopes

John Weiss & Son is pleased to announce it has been appointed sole distributor of the Haag-Streit Surgical range of microscopes in the UK.

The relocation and restructure of John Weiss & Son in January this year allowed the creation of a new John Weiss & Son Surgical Division, which provides the entire portfolio of Haag-Streit Surgical microscopes (on floor stands or ceiling units), MIOS imaging systems and integrated iOCT.

Haag-Streit Surgical is recognised as a leading manufacturer of high-quality, state-of-the-art microscope equipment. A comprehensive portfolio is available for a variety of disciplines, including: ophthalmology, neurology, spinal, ENT, plastic & reconstructive and dental. To complement the microscope portfolio, Haag-Streit Surgical also provides an extensive range of accessories and user-friendly microscope imaging solutions.

Each microscope within the portfolio features a 25mm stereo base, which provides the best depth perception and 3D vision. Apochromatic optics offer fantastic image quality and a motorised zoom allows smooth focussing and stepless magnification.

All Haag-Streit Surgical microscopes also feature electromagnetic brakes, providing extremely stable working conditions and a choice of tiltable eyepiece heads from 160° to 200°.

The Haag-Streit UK Service Division

Although John Weiss & Son is the official UK distributor, the Haag-Streit Surgical range of microscopes will continue to be serviced by the HS-UK Service Division. As an Authorised Service Centre, the HS-UK Service Division provides a variety of comprehensive service contracts for all microscopes within John Weiss’ product portfolio. Customers can choose an option which is right for them and can expect the highest levels of customer service and support.

The HS-UK Service Division is committed to the critical area of preventative maintenance and repair. Constantly improving upon the levels of service, they always strive to give you full peace-of-mind.

For further information about Haag-Streit Surgical microscopes, please visit https://jweiss.co/microscopes or email microscopes@johnweiss.com.