

InFocus

Look closer.
See further.

NEWSLETTER - Issue 7

Welcome to latest issue of the HS-UK & John Weiss newsletter



At Haag-Streit UK (HS-UK) and John Weiss & Son, the health and safety of our customers and employees is our top priority and, although we have seen the relaxation of Government guidelines in England, both companies will continue to adhere to our own COVID-19 Risk Assessments to ensure that we can continue to safely operate and supply at this time. We will also continue to monitor the spread of COVID-19 and the introduction of any new variants, in order to be able to react to the dynamically changing situation at any time.

In the early days of the pandemic, HS-UK and John Weiss & Son reduced the number of personnel in our offices, warehouses, manufacturing facility and repair and Service Division workshops at our Harlow, Essex HQ, to minimise any potential virus transmission between employees. Many of our staff who can perform their jobs remotely will continue to do so.

We continue to adopt enhanced cleaning and disinfecting procedures to protect those staff that are working on-

site at our HQ in Harlow, Essex. All staff (remote and on-site workers) continue to be strongly encouraged to perform a rapid lateral flow test twice-weekly. The majority of our workforce has now received both COVID-19 vaccinations.

Our field-based Area and Regional Sales Teams, Service Engineers and Product Managers continue to carry out site visits, as requested by the customer. These are carried out in accordance with both our own COVID-19 Risk Assessments and the individual hospital's own local policy. The HS-UK Service Division continues to provide remote technical support to customers.

While COVID-19 (and BREXIT) has obviously impacted the global supply chain, we are presently not experiencing any major stock issues and are working hard to ship products to our customers on time, both in the UK and abroad.

As you can see, it is very much 'business as usual' at HS-UK and John Weiss, and both companies have seen some exciting developments since the last issue of our joint 'InFocus' newsletter.

I'm excited to announce that we are resuming our commitment to providing the very best in education, and the [Haag-Streit Academy](#) will deliver its first live education courses of 2021, the '[Improving Outcomes Biometry Basics](#)' course and '[Improving Outcomes Advanced Biometry & Surgical Planning](#)' course, in mid-October. In addition, John Weiss & Son will be hosting a FREE webinar entitled '[Remodelling the Cornea & Managing Disease with KERARING Segments](#)' on 23rd September 2021. The webinar will be hosted by Mr

Mathew Raynor, Consultant Ophthalmic Surgeon at Sheffield Teaching Hospitals NHS Foundation Trust. Mathew is a very experienced user of KERARING intrastromal corneal ring segments and will present some interesting case studies and success stories.

Both companies have launched a joint 'sustainability pledge' in recognition of the fact that we all have a responsibility to help society tackle this global challenge, and meet human, social, economic and environmental needs, without compromising future generations. We aim to achieve this using the four pillars of sustainability; employees, climate & energy, sustainable resource use and social responsibility.

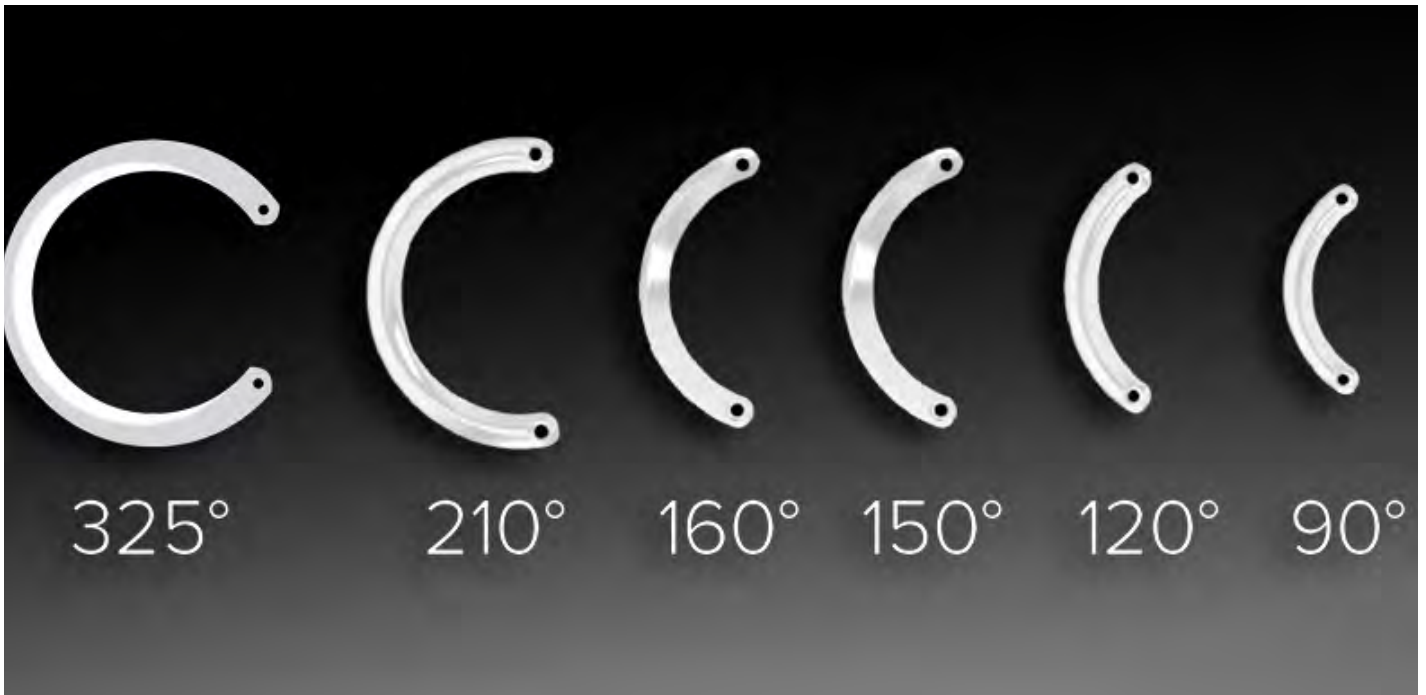
Finally, John Weiss has undergone a slight brand refresh and has a new logo. This is exciting news, as it means John Weiss has been fully-integrated as part of the core Haag-Streit Group.

I do hope you find this latest issue of 'InFocus' both interesting and informative. Once again, I would like to thank all our valued customers, suppliers, and our World-wide network of distributors for their continued support.

Stay safe.



Dean Johnson
Managing Director
Haag-Streit UK
and John Weiss & Son



KERARING corneal ring segments, the World-leader in the treatment of keratoconus

Mediphacos' KERARING intrastromal corneal ring segments are the most complete and versatile corneal remodelling system in the World.

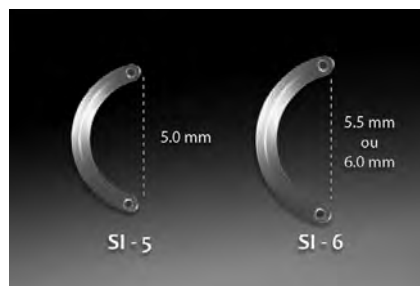
These precision implantable devices are used to correct corneal surface irregularities and reduce refractive errors associated with keratoconus and other corneal ectatic disorders.

KERARING segments work by remodelling the cornea through the addition technique, while preserving the corneal integrity. The rings reduce optical aberrations and improve visual acuity and tolerance to contact lenses. The displacement of the corneal apex to the pupillary centre helps in the stabilisation of corneal ectasia, thus delaying or preventing corneal transplantation.



The KERARING range offers over 50 options of thicknesses, arc lengths and diameters, allowing for significant customisation of

corneal remodelling and refractive correction. KERARING implantation may be synergistically combined with other techniques, such as; corneal collagen crosslinking, PRK and phakic IOL implantation.



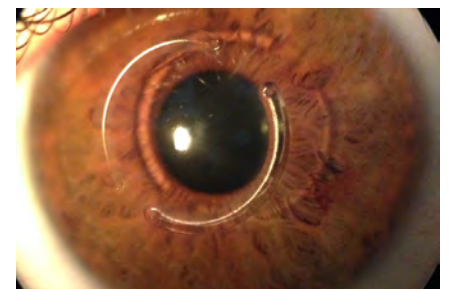
John Weiss & Son will be hosting a FREE webinar entitled '*Remodelling the Cornea & Managing Disease with KERARING Segments*' on 23rd September 2021.

The '*Remodelling the Cornea & Managing Disease with KERARING Segments*' webinar will discuss a wide range of topics, including; '*Surgical Technique*', '*Patient Selection Criteria*' and '*The Surgeon's Aim & Goals When Using KERARING*'.

Other key areas covered by the webinar include; '*How to build Implantation into Keratoconus Treatment Protocols for the Greatest Effect*', '*Using the Nomogram for Surgical Planning*' and '*Customisation*

Using Both the Standard and the AS Progressive KERARING Range'.

The webinar will be hosted by Mr Mathew Raynor, Consultant Ophthalmic Surgeon at Sheffield Teaching Hospitals NHS Foundation Trust. Mathew is a very experienced user of KERARING intrastromal corneal ring segments and will present some interesting case studies and success stories.



Delivered using Zoom, the webinar is aimed at experienced cataract and refractive surgeons, as well as those considering using the KERARING segments for the first time. It will be held on Thursday 23rd September between 6.30pm and 7.30pm, and participants can register now by visiting <https://jweiss.co/KERARINGwebinar>.

For further information on the webinar, or on the KERARING intrastromal corneal segments, please email keraring@johnweiss.com.



Haag-Streit Academy to host two 'Improving Outcomes' biometry webinars

Haag-Streit Academy is delighted to announce that it will host two 'Improving Outcomes' biometry courses on Friday 15th and Saturday 16th October 2021 in Heathrow, London.

The popular Basic and Advanced 'Improving Outcomes' biometry courses are designed to help both beginners and experienced ophthalmic consultants get the most from their biometers.

The 'Improving Outcomes Biometry Basics' course focuses on the importance of good biometry practice to ensure optimal outcomes for patients undergoing cataract surgery. It is aimed at cataract & refractive nurses and other allied ophthalmic professionals with an interest in biometry. A series of short talks will cover topics such as; 'The anatomy of the human eye', 'The principles of biometry' (including both optical & ultrasound), 'Topography', 'IOL power formulae', 'The fundamentals of surgical planning' and 'RCO/NICE guidelines'.

The 'Improving Outcomes Advanced Biometry & Surgical Planning' course focuses on more complex techniques and is aimed at cataract and refractive surgeons, along with healthcare professionals, with a special interest in biometry for surgical planning. Attendees

will cover the main principles of biometry and will then learn how to analyse biometry data and interpret results.

Both courses will offer practical, hands-on workshops that support a range of subjects, including; good biometry practice, toric IOL planning and how to perform IOL power calculations using the Haag-Streit Lenstar LS 900 biometer. In addition, the Advanced course will offer delegates the opportunity to trial the cataract suite on Haag-Streit's new Eystar 900 swept-source OCT measurement device and the cataract training module on the Eyesi Surgical simulator from Haag-Streit Simulation.

The price for each course is just £100 (ex VAT), which will include lunch and refreshments. Both courses are CPD accredited and are supported with pre and post-course e-learning content.

Both courses will be held at the Sheraton Hotel, Heathrow, which has implemented a variety of new **protocols** and elevated practices, in response to the COVID-19 pandemic. To register now and secure your place on the courses, visit <https://hsuk.co/HSacademyevents> or, for more information, email academy@haag-streit-uk.com.



John Weiss & Son catalogue available to download

The John Weiss & Son catalogue is available for all customers to download online at <https://jweiss.co/jwcatalogue>

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.



Spotlight on Tecfen Medical; A comprehensive selection of corneal trephine blades & tissue punches

John Weiss & Son is proud to be the Exclusive UK Distributor of the Tecfen range of corneal trephine blades and an Authorised UK Distributor for its range of tissue punches.

Tecfen Medical offers a comprehensive selection of corneal trephine blades and tissue punches, including the; complete Corneal Punch System & Components (used with the Long Trephines series for donor or recipient), Vacuum and Non-Vacuum Trephine Punch series (for donor) and the Radial Vacuum Trephines series (for recipient).

The sterile Corneal Punch System includes a Punch Piston and a Piston Holder & Base Plate. The corneal Punch Piston is available in a range of sizes and is designed to hold the long Trephine Blades.

Long Trephine Blades can be used either by hand to cut the cornea of the recipient, or with a hand piece as a punch, to cut the cornea from the donor. They are compatible with most punch systems. They deliver consistent

results and range from 2.5mm -18mm in diameter, with the larger trephines suitable for eye bank sizes.

Vacuum and Non-vacuum Trephine Punches are available as a complete system, with blades ranging from 6mm – 9.5mm in 0.25mm increments. They provide flexibility of use where the Surgeon is not concerned about the vacuum when cutting the cornea from the donor. Non-vacuum punches are designed with four posts, to ensure proper alignment between the punch base and trephine blade holder, ensuring a perfect cut, every time.

Radial Vacuum Trephines are a complete vacuum trephine system with 16 vacuum chambers to provide stability for a clean and precise cut. The recipient trephines range from 6mm – 9mm in diameter and are supplied sterile and individually packaged.

For more information on the Tecfen range, please call 01279 883858 or visit <https://jweiss.co/tecfen>.



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

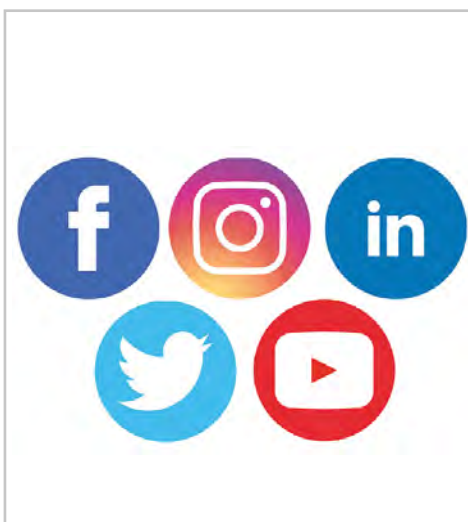
The HS-UK e-shop is open for business 24-7, so purchasing couldn't be easier, or more convenient.

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. 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.

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.



Why not follow HS-UK & John Weiss on social media today?

HS-UK and John Weiss are 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 company news and exclusive special offers are posted several times daily. Why not follow us today?

HS-UK social media channels:

Twitter: [@HS_UK](https://twitter.com/HS_UK)
 Instagram: [@haagstreituk](https://www.instagram.com/haagstreituk)
 Facebook: [@haagstreituk](https://www.facebook.com/haagstreituk)
 LinkedIn: [/haagstreituk](https://www.linkedin.com/company/haagstreituk)
 YouTube: [https://hsuk.co/youtube](https://www.youtube.com/channel/UC...)

John Weiss & Son social media channels:

Twitter: [@johnweissandson](https://twitter.com/johnweissandson)
 Instagram: [@johnweissandson](https://www.instagram.com/johnweissandson)
 Facebook: [@johnweissandson](https://www.facebook.com/johnweissandson)
 LinkedIn: [/johnweissandson](https://www.linkedin.com/company/johnweissandson)
 YouTube: [https://jweiss.co/youtube](https://www.youtube.com/channel/UC...)



Taking care of your Goldmann or Perkins applanation tonometer

Haag-Streit guidelines advise that the calibration of your tonometer should be checked at least once every month to ensure it performs in accordance with standards and specifications.

FREE 'How to' calibration guide

HS-UK offers a FREE 'How to' calibration guide for the Goldmann tonometer. This new guide outlines the recommended procedures for checking the calibration of the Haag-Streit AT 900M/Q, AT 900 C/M and AT 900 BQ tonometers. You can download your FREE copy of the guide at <https://hsuk.co/tonometercalibrationguide>



Why regular servicing is important

As well as checking the calibration each month, it is also recommended that applanation tonometers are serviced annually. Regular servicing guarantees that tonometers consistently provide accurate measurements, reduces equipment downtime and prolongs the life of the tonometer device. It also ensures the tonometer performs in accordance with required Haag-Streit standards and specifications.

Why use the HS-UK Service Division to service & repair your tonometer?

As the only approved Haag-Streit tonometer service centre in the UK, the Haag-Streit UK (HS-UK) Service Division provides its valued tonometer customers with an unsurpassed 5*, 5-step service and repair offering.

HS-UK Service Division's dedicated tonometer servicing workshop is fully-equipped with state-of-the-art testing equipment calibrated to Haag-Streit standards, for both Perkins and Goldmann tonometers.

It is the only UK service centre authorised to use genuine Haag-Streit parts and materials (and does not supply parts to any third-party service agents), no other tonometer service centre can provide this guarantee.



For further information on the HS-UK Service Division's tonometer service and repair offering, please visit <https://hsuk.co/tonometryservice> or email service@haag-streit-uk.com.



Take advantage of the Haag-Streit UK Slit Lamp 10 Year Warranty 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.

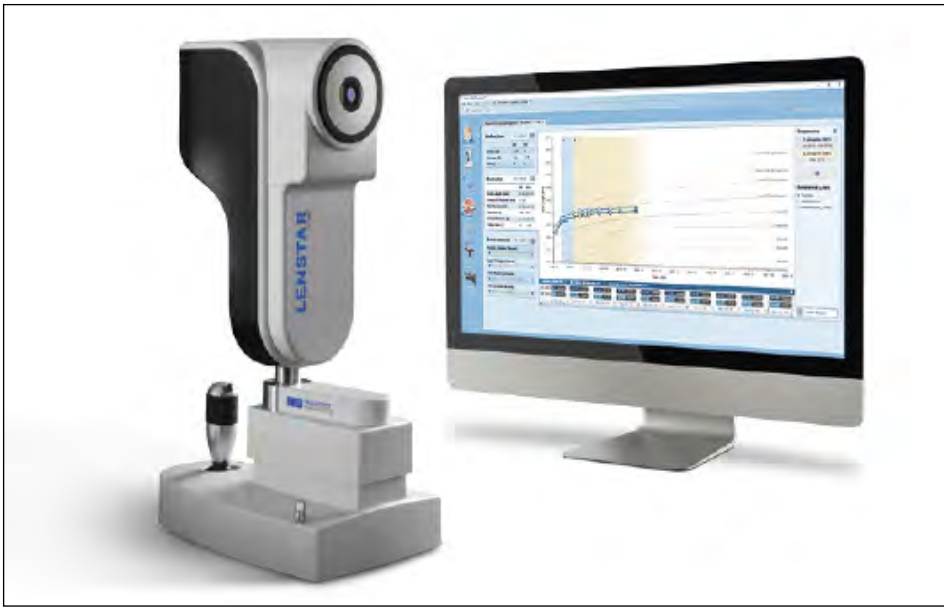
HS-UK now offers a more comprehensive Slit Lamp 10 Year Warranty Maintenance Contract, which extends this limited warranty to give customers full peace-of-mind.

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.

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

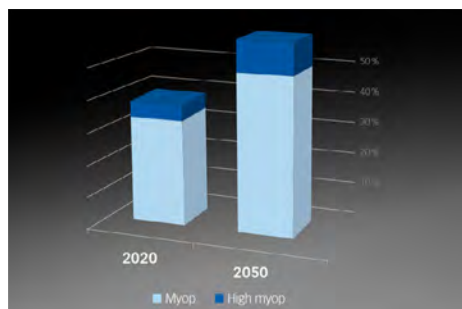


HS-UK to attend Independents Day event with Lenstar Myopia

HS-UK is delighted to be attending the forthcoming Independents Day (iDay) event on the rescheduled date of Sunday 24th October 2021. iDay will focus on commercialising myopia management and is taking place at the National Motorcycle Museum in Birmingham.

Haag-Streit UK will be showcasing the recently-launched Lenstar Myopia, a state-of-the-art myopia management system, comprising the long-established Lenstar 900 optical biometer, partnered with EyeSuite Myopia software, it is the ideal instrument for the early detection of myopia.

World-wide cases of myopia have increased dramatically in recent years, with research suggesting that by 2050, 50% of the World's population will suffer from the condition. It is increasing and developing exponentially in children, adolescents and young adults, making early diagnosis vital.



Developed in collaboration with leading myopia experts, the Lenstar Myopia allows optometrists, opticians and

ophthalmologists to expand myopia management capabilities, allowing early detection of myopia onset. Graphical visualisations are designed to facilitate consultations and aid the education of both patients and parents about the prevalence, causes and consequences of myopia in children and to discuss possible treatments to slow progression.

EyeSuite Myopia is a compact, highly-customisable, easy-to-use yet comprehensive myopia management software platform. It is based on the latest findings of myopia research on refractive progression trends, axial length growth of the eye and environmental factors.

Precision measurements, primarily of the axial length, allow for early diagnosis of myopia and its progression in children. The system also integrates other important factors such as keratometry, refraction data and customisable progression reports.

HS-UK Area Sales Managers, Abid Rahman and Michelle Riley will be on hand at the Independents Day event to answer any questions and provide demonstrations of the Lenstar Myopia device.

For further information on the Independents Day event, please visit www.independentsday.co.uk. For further information on the Lenstar Myopia, please visit <https://hsuk.co/LenstarMyopia> or email lenstar@haag-streit-uk.com.



Access Haag-Streit Diagnostics' biometry & perimetry 'Focus Month' videos online today

All of the Haag-Streit Diagnostics' Biometry & Perimetry 'Focus Month' webinar videos are now available to view on the HS-UK YouTube channel at <https://hsuk.co/youtube>. These 'Focus Month' webinars feature well-known KOLs, experts and product specialists presenting best practice and techniques for generating outstanding results in both biometry and perimetry.

The 'Biometry Focus Month' videos provide further insights into the Haag-Streit range of biometry devices, including the; Lenstar LS 900, Lenstar Myopia and the new Eyestar 900. These webinars cover topics such as; 'Axial length in myopia control', 'Understanding topography and corneal aberrations - How to use this technology to its fullest', 'A practical approach to IOL calculation' and 'Hill-RBF 3.0 - More data for more refined outcomes'.

The objective of the 'Perimetry Focus Month' videos is to instil and build confidence with visual field testing for both Clinicians and Visual Field Technicians. The webinars cover topics such as; 'Tips & tricks for successful visual field interpretation', 'Macular evaluation in glaucoma?', 'How can I get the most out of kinetic perimetry?' and 'Perimetry options in challenging cases'.

To view these 'Perimetry Focus Month' and 'Biometry Focus Month' videos, please visit <https://hsuk.co/youtube>.



Spotlight on the Eyesi Slit Lamp Fundoscopy Module

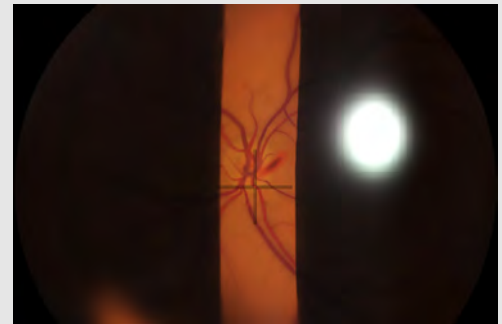
The Eyesi Slit Lamp now offers fundoscopy training as part of its retinal slit lamp examinations. The recently-launched Haag-Streit Simulation Fundoscopy Module can be mounted to the Eyesi Slit Lamp simulator table to enable a lifelike interaction. It is supported by comprehensive software offering a wide selection of cases for retinal examination, which will be continuously extended.

The new retina cases will form part of the *'Findings & Diagnoses'* course, presenting diseases affecting the optic disc, AMD and diabetic retinopathy. In addition, a new tier of the training courseware provides virtual patients with pathologies of the posterior segment, including a detailed clinical case history.

These clinical cases are based on real patients and have been reviewed in close co-operation with university eye clinics. Trainees need to specify findings and diagnoses on the simulator's user interface and will benefit from immediate feedback by the training system.

In order to perform a retinal examination, trainees insert the 90D lens into the slit beam in front of the patient model's

eye and then move it slowly towards the patient until they see a focused image of the retina through the slit lamp microscope. If necessary, the patient's eyes can be set to dilated to make the examination easier.



The Eyesi Slit Lamp is a high-end diagnostic training simulator for ophthalmologists and optometrists. Its virtual reality technology is integrated into the original hardware of a BQ 900 slit lamp model and simulates all functions of a real slit lamp. Trainees can examine virtual patients with the biomicroscope or a funduscopy lens.

For further information on the Eyesi Slit Lamp simulator, please email eyes@haag-streit-uk.com or visit <https://hsuk.co/EyesiSlitLamp>.

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