

# Aesculap Surgical Instruments

Where quality and value are instrumental



Aesculap Surgical Technologies—Surgical Instruments

**AESCULAP**<sup>®</sup>

# Aesculap Surgical Instruments



## Not just quality—PERFORMANCE QUALITY and VALUE

### What is PERFORMANCE QUALITY?

PERFORMANCE QUALITY is a surgical instrument with a solid feel that performs like an extension of the surgeon's own hand. It's a surgical instrument that performs with precision and reliability from first use and throughout its lifetime.

Surgical instruments *Made by Aesculap* are manufactured to the strictest standards, consistently delivering PERFORMANCE QUALITY worthy of the Aesculap name.

### How do you define VALUE?

- Quality instruments that are cost effective
- Support beyond the instrument alone that enhances efficiency of the surgical staff and helps optimize patient care while managing costs

The VALUE of an instrument *Made by Aesculap* goes beyond PERFORMANCE QUALITY to include contracting, educational programs, inventory management tools and consultation services, sales and customer support, instrument maintenance and repair, as well as easy online access to instrument use and care.

### At Aesculap, three key components drive PERFORMANCE QUALITY and VALUE:

1. Commitment to quality
2. Consistency of production
3. Cost-effective partnership



# Consistency of Production



## Aesculap controls the process from start to finish

At Aesculap, we believe that maintaining full control over our high quality instrument manufacturing is critical. That's why the majority of our instruments are made in Aesculap-owned and operated factories, where every step in the manufacturing process is governed by strict Aesculap quality standards.

## Beginning with the finest raw materials

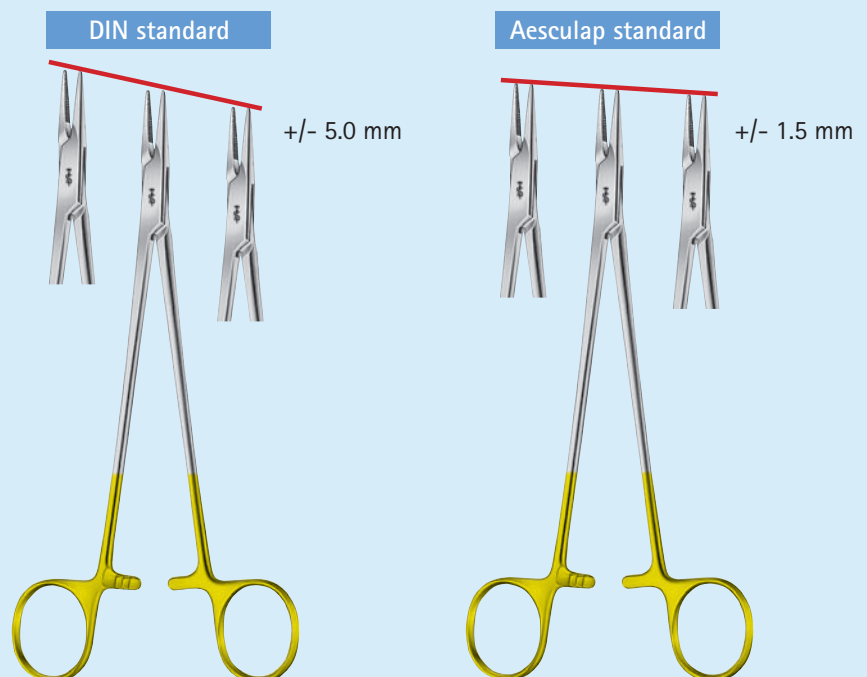
At the Aesculap world headquarters in Tuttlingen, Germany, raw material of highly pure stainless steel is purchased, tested and individually sorted by steel type to optimize the strength, hardness, flexibility and corrosion resistance characteristics appropriate for each instrument.

## Following the strictest standards

Surgical instruments *Made by Aesculap* are manufactured using all of these stringent Aesculap standards:

- **State-of-the-art German-made equipment**  
Used in every Aesculap-owned factory worldwide
- **Aesculap Gold Master samples**  
Hand-crafted, gold-plated quality control standards that assure pattern consistency
- **Strict Aesculap manufacturing guidelines**  
Tight tolerances, more strict than International Quality Standards, ensure **PERFORMANCE QUALITY** and reliability for every surgical instrument *Made by Aesculap*

Pictured here is a comparison of the tolerances allowed by the *German Deutsches Institut für Normung (DIN)* standard versus the stricter Aesculap standard for the Mayo Hegar Needle Holder. DIN permits up to  $\pm 5.0$  mm in length while Aesculap allows just  $\pm 1.5$  mm. Tighter tolerances result in greater pattern consistency and reliability for the **PERFORMANCE QUALITY** your OR staff demands.



# Cost Effective Partnership



## Business solutions

At Aesculap, we make a point of listening to our customers and providing them with flexible contracting options. We will continue to expand our contract offerings through group purchasing organizations as well as individual agreements. It is our goal to provide your surgeons the highest value, **PERFORMANCE QUALITY** surgical instruments that are cost effective without clinical compromise.

## Ongoing support

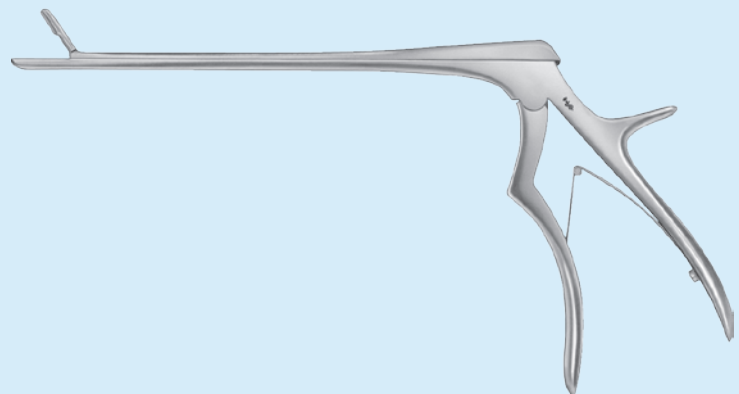
Through our highly trained direct sales force, Aesculap provides personalized solutions for your facility to drive value beyond the instrument purchase:

- **Ordering assistance and inventory management**  
To support the efforts of your staff
- **Personalized instrument care and handling instructions**  
To optimize sterile processing
- **On-site continuing education courses**  
To maintain staff credentials without incurring travel expenses
- **Access to consultation services**  
To provide customized solutions for your institution

## Maintaining your investment

We offer conveniently accessible, world-class instrument repairs by skilled Aesculap craftsmen to extend the life of your instruments and protect your investment.

To find out how Aesculap can enhance the **PERFORMANCE QUALITY** and value of your surgical instruments, contact your Aesculap representative or call our dedicated Customer Service team at 800-282-9000.



# Commitment to Quality



Aesculap headquarters in Tuttlingen, Germany



Every man or woman who becomes an Aesculap master craftsman must apprentice for a minimum of 3.5 years. More than 1,800 Aesculap craftsman apprenticeships were completed during the past 30 years, and the average length of service for an Aesculap master craftsman is 15 years.

## More than 145 years of experience

Aesculap, the world's largest manufacturer of surgical instruments, has been crafting high performance instruments in Tuttlingen, Germany since 1867. Named for the Greek god of healing, Aesculapius, the company was founded by Gottfried Jetter, the first person ever to produce standardized surgical instruments.

Today, Aesculap is a privately held and family owned company employing nearly 10,000 people worldwide. As the largest employer in the town of Tuttlingen, Aesculap employs more than 3,200 people in facilities housing over 450,000 square feet of production area.

## A heritage of fine craftsmanship

In our modern Aesculap-owned and operated factories around the world, our rigorously trained and experienced master craftsmen are making high quality surgical instruments following the same, tightly controlled manufacturing and quality standards as those well established by Aesculap in Tuttlingen, Germany.

## Made by Aesculap in our own factories

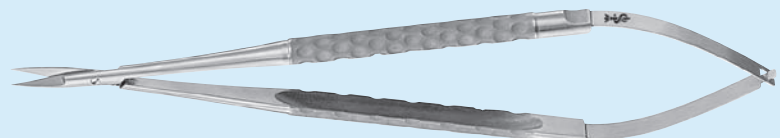
During the manufacture of one surgical instrument, there can be at least 15 steps. Because Aesculap controls every step in the manufacturing process within Aesculap-owned and operated factories, our master craftsmen assure pattern consistency, **PERFORMANCE QUALITY** and reliability of surgical instruments *Made by Aesculap*.

### Did you know?

U.S. law for all instrument manufacturers requires that the "Made in..." stamp reflects only the location where the instrument was forged, a step which is less than 10% of the total manufacturing process. Yet the real value of the instrument and its critical precision is crafted during the remaining 90% of the manufacturing process.

After an instrument is forged in the "country of origin," some companies transfer the instrument to be completed by a vendor in another country, where the original manufacturer can lose control over the remaining critical steps in the process.

At Aesculap-owned factories worldwide, we maintain control over every manufacturing step for the surgical instruments *Made by Aesculap*.



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