MediCare Colgate

Newsletter 2024-25

SteriFeed®
Caring for your baby

Ashford & St Peter's Hospital, Surrey, **UK**

Universidad Catolica de Chile, Santiago, **Chile**

Hong Kong's Children's Hospital,
Kowloon Bay, **Hong Kong**

RSUP Prof. Ngoerah, Denpasar, **Indonesia**

Western Visayas Medical Center,
Iloilo City, **Philippines**

Maternity Hospital of Ljubljana,
Ljubljana, **Slovenia**

CARING FOR YOUR BABY

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SteriFeed®
Caring for your baby

Our pasteuriser business continues to grow globally & 2024 proved to be one of the busiest years in our 30-year history. In total we saw 46 pasteurisers dispatched to 26 countries. Of the 26 counties 4 saw the opening of their first milk banks – Slovenia, Pakistan, Hong Kong, Panama.

Ashford & St Peter's

This year with the support of Little Roo Neonatal Fund, St Peter's Hospital (SPH) has been able to upgrade the equipment in their Neonatal Intensive Care Unit's (NICU) human milk bank by purchasing a new SteriFeed S90 pasteuriser. Our Team at MediCare Colgate worked closely with the team at the milk bank at St Peter's Hospital to ensure the timely and cost-effective commissioning of their new S90. As with all our installations we ensured all staff were trained, supplied full training resources and provided full after-care support.

Chile

Cortes & Cortes S.A. are making significant progress in the development and expansion of human milk banks in Chile, with a key milestone being the implementation of the first SteriFeed pasteuriser and Miris human milk analyser in the country. There is currently only one human milk bank in Chile, and it faces limitations due to outdated equipment. The role Cortes & Cortes S.A have played in introducing cutting-edge SteriFeed technology has been crucial. The partnership with Hospital Clínico de la Universidad Católica is an important step in advancing the role of human milk banks and we thank them for placing their trust in SteriFeed's equipment & recognising us as global leaders in this specialised area.

Hong Kong

In early June 2024, C60 Pan Asia contacted SteriFeed to discuss the proposed development of the first Human Donor Milk Bank in Hong Kong. As project managers for the sourcing of equipment for the Milk Bank, C60 Pan Asia requested that SteriFeed provided a S90 / USB pasteuriser on loan to the Milk Bank. The purpose of the loan machine was to understand if the proposed facilities and utilities at the Hong Kong Children's hospital were appropriate for the S90 pasteuriser. To ensure the correct installation and parameters the pasteuriser requires to work optimally, our engineer Gary travelled to Hong Kong to commission and train the hospital staff. As we wait for feedback on the trial of our machine and next steps in this exciting project, we are confident that our partnership with C60 Pan Asia will continue to grow and look forward to supporting the evolution of Human Milk Banks in Hong Kong.

SteriFeed consumables

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Our SteriFeed brand remains committed to investing in our core products, ensuring we continue to provide the best solutions for supporting infant feeding. This includes ongoing improvements to our consumables range which are vital for ensuring the safe handling and storage of human milk.

SteriFeed Milk Safe

The updated version of the Milk Safe offers a cost-effective, simple, and highly secure way for hospitals and healthcare providers to store and protect mothers' milk. This is especially important in neonatal and maternity wards, where maintaining the security and correct storage conditions for breast milk is critical.

We are excited to extend the opportunity for distributors to offer the Sterifeed Milk Safe to their customers. If you are interested in distributing the SteriFeed Milk Safe, please get in touch with us at **sally@sterifeed.com.**

Collection and storage of colostrum

In 2024, we introduced a new addition to our product range: the **Colostrum Collector and Feeding Device** (product code 11203). This innovative, cap free oral syringe is designed to facilitate both the **collection** and **feeding** of colostrum, offering an efficient and practical solution for healthcare providers and families. Key features of the **Colostrum Collector and Feeding Device** include:

- **Small tip and no dead space** due to the unique plunger design, ensuring efficient collection and feeding without wastage.
- It is designed to **collect colostrum** and then **feed it directly to infants**, all under the guidance of a healthcare professional.

We recommend pairing the **Colostrum Collector and Feeding Device** with our **20ml Colostrum Container**. Here's how it works:

1. Collect colostrum using the Colostrum Collector and Feeder.

2. Decant the collected colostrum into the 20ml Colostrum Container for safe storage.

3. Store the collected colostrum according to guidance provided by your healthcare professional.

If you would like more information on the **Colostrum Collector and Feeding Device** contact sally@sterifeed.com.

MediCare Gynae

MediCare Gynae

Two years after launch, we are pleased to report that the MediCare Gynae pessary range has successfully met and exceeded our expectations.

This growth can be attributed to two factors:

1. Meeting Clinical Needs: The MediCare Gynae range offers relevant and effective solutions for patients experiencing pelvic organ prolapse and other pelvic floor issues, a common concern for many women. Clinicians have found these products to be valuable additions to their treatment options, especially in managing conditions where non-surgical intervention is preferred.

2. Strong Market Adoption: Positive feedback from clinicians and patients has further fuelled the continued growth of the range.

Please contact **sally@sterifeed.com** if you are interested in distributing our pessary range in your geographical area.

To complement our **MediCare Gynae** pessary range we are excited to launch of our new vaginal speculum in 2025.

Our **MediCare Gynae Speculum** is an **economical, high-quality, unbreakable sterile disposable clear vaginal speculum** with the following features:

· **A locking nut** and **built-in fail-safe points** for enhanced security and ease of use.

· Available in **five sizes** (XS, S, M, ML, L) to accommodate a variety of patient needs.

Our **MediCare Gynae Speculum** has been rigorously tested and is **unbreakable under normal use**, as verified by independent testing conducted by **SMTL**. This ensures that our speculum meets high safety standards and provides healthcare professionals with a reliable and durable tool for vaginal examinations.

If you are interested in distributing the **MediCare Gynae Speculum**, please contact **sally@sterifeed.com**.

Obstetrics

MediCare Colgate – Obstetrics

MediCare Colgate are exclusive distributors of the Aspen Surgical labour and delivery product range. These are the highest quality obstetric products on the market, expertly crafted with precision and reliability in mind to ensure safety, efficiency and comfort for both patients and practitioners. The product range includes cord clamps, cord clamp clippers, amnihooks, urine bags and Plastibell circumcision devices. MediCare Colgate and Aspen Surgical are committed to providing durable, effective solutions that enhance the overall patient experience and support best practices in maternal health and childbirth. If you are interested in distributing the **MediCare obstetrics range**, please contact **sally@sterifeed.com.**

MediCare Colgate

Our Commitment to Sustainability

As the leading provider of disposable infant-feeding plastic bottles, **MediCare Colgate** is deeply committed to ensuring that our **SteriFeed** infant feeding bottles and consumables are disposed of in an environmentally responsible way.

In support of this, we are proud to announce the launch of our **SteriFeed Recycling Charter**, a key component of our **Carbon Reduction Plan**. This initiative aligns with both our sustainability goals and the broader carbon reduction efforts of our customers and partners.

The **SteriFeed Recycling Charter** has been designed with the following objectives:

1. Minimise Landfill Waste: We aim to significantly reduce the volume of **SteriFeed products** that unnecessarily end up in landfill each year by raising awareness and encouraging responsible disposal practices across the healthcare sector.

2. Collaborative Action: We are committed to partnering with healthcare providers to help make the responsible disposal of SteriFeed products a standard practice. This includes **educating staff and patients** about the importance of recycling and promoting better disposal methods.

3. Support Carbon Reduction Goals: The SteriFeed Recycling Charter is an integral part of our ongoing efforts to contribute to global carbon reduction initiatives, helping both Medicare Colgate and our customers achieve their environmental targets.

We encourage all stakeholders to join us in this effort and contribute to a more sustainable future. Together, we can reduce waste, support carbon reduction, and make a meaningful difference in healthcare sustainability.

Company update from our Directors Etienne & Evelyne

Directors

MediCare Colgate is a 3rd generation family-owned business, set up by David and Evelyne Colgate. We have been supplying the NHS , Milk Banks and Hospitals worldwide for the last 45 years in 80 different countries. 2024 was an incredibly busy year for MediCare Colgate, seeing growth across all our product ranges – SteriFeed, MediCare Gynae and our Obstetrics range. We were delighted to be involved in some groundbreaking projects such as the first Human Donor Milk pasteuriser in Hong Kong and Chile.

We continue to invest in further research and development across our product ranges and are excited to collaborate further with our distributors to ensure we are supporting them to deliver excellent products and services.

Sales Team

In 2024 we welcomed three new members into the sales team. Thomas & Jacob, whose grandfather was founder David Colgate, join us to support our growing export business. Thomas is focused to supporting our existing and new pasteuriser customers, whilst Jacob will ensure safe and timely delivery of export products.

To support our growing product offerings in the UK, Helen Jones joins us to support UK NHS customers. Sally is responsible for product growth in Europe for MediCare Colgate brands, with Tom focusing on business development across the rest of the world. We are excited to see our sales team grow and continue the Colgate family involvement in our business.

Accounts Team

The accounts team have had a very productive and successful year in 2024. For Jenni, Ania and Natalie, it has been a record year for the number of orders processed for UK and global customers. With Jenni back from maternity leave and managing the department, they are fully staffed & looking forward to another busy and exciting year ahead.

Warehouse Team

Our brilliant warehouse team have been working hard picking and packing orders for our MediCare Colgate range for timely delivery worldwide. Based on our continued year on year growth we are looking forward to future warehouse team expansion in 2025.

Quality Control Team

Dan is our longest serving member of the MediCare Colgate Team and leads our quality control department. Supported by Paul, Dan's department oversees all aspects of quality control, including, regulatory requirements for all product groups and ensuring all requirements for ISO and EU Regulations are met. As well as inspecting products to ensure they meet specifications, Dan & Paul also calibrate all outgoing pasteurisers to customer requirements specifications.

In 2025 we will be attending the following National and International congresses and exhibitions

UKCS – UK Continence Society
London
March 17-18 2025

HMBANA – Human Milk Bank of North America
Dallas
April 4-5 2025

EMBA – European Milk Bank Association
Venice
October 16-17 2025

POGP – Pelvic, Obstetric and Gynaecological Physiotherapy Society
Edinburgh
October 10-12 2025

UNICEF Baby Friendly Initiative Annual Conference
Telford
November 12-13 2025

Medica Trade Fair
Dusseldorf
November 17-20 2025

Arab Health
Dubai
February 9-12 2026

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