



Niche News

May 2020

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Greetings!



Welcome to Niche Medical's Customer Newsletter.

This newsletter is designed to inform our customers of the latest information on our products and services.

We highly value your input and feedback and encourage you to send all feedback and comments to Craig Abud by simply replying to this email.

If for any reason you do not wish to receive this newsletter in the future, simply click on the Safe Unsubscribe button at the bottom of this newsletter.

Please feel free to pass this newsletter onto those who may find it valuable. There is a forward email icon located at the bottom of this newsletter.

Niche Medical remains Open for Business

COVID-19 - Important Information.

Niche Medical remains open for business to serve our customers whilst adhering to COVID-19 Australian Government restrictions.

We hope this email finds you and your family safe and well. The Coronavirus (COVID-19) brings many unexpected challenges to our daily lives and to our workplaces. We are addressing these challenges with diligence and full commitment to our customers.

We are doing our very best to keep up with demand for our products whilst overcoming the challenges of restricted air

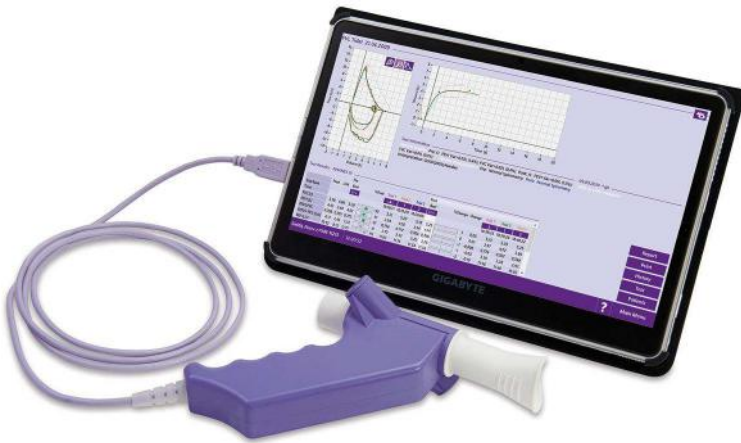
freight options into and around Australia due to the cancellation of many international and domestic flight services.

All Niche Medical staff remain at your service. You can contact us as usual and please do not hesitate to ask any specific questions about our products and services relating to the COVID-19 crisis.

The Niche Medical sales team is well equipped to provide product demonstrations and in-service training via video conference. At this time due to safety measures and travel restrictions in-service training can only be performed via video conference.

We recognise the challenges presented by COVID-19 and we appreciate the focus and the determination in which the Australian Medical Community has taken this on and we thank you for the sacrifices you have made and continue to make for your Patients and for all Australians.

Easy on-PC Spirometer for Telehealth Services to Cystic Fibrosis Patients



Easy on-PC Spirometer for Telehealth Services to Cystic Fibrosis Patients.

The Easy on-PC Spirometer has been chosen for several State-based Telehealth Services to Cystic Fibrosis Patients in Australia as part of a COVID-19 response to protect vulnerable patients.

These services will allow patients to easily monitor the capacity of their lungs in their own home, while infections can be quickly detected and relayed back to their Specialists.

Patients will now remain at home for appointments as Specialists will be able to speak with patients via a webcam on a laptop.

The provision of Telehealth Services to Cystic Fibrosis Patients in the home is a major paradigm shift because it removes the Quality Controlled Spirometry on offer in dedicated Hospital Clinics.

However, the Easy on-PC is a safe choice for Telehealth Services because it provides Patients with an instrument that guarantees proven long-term accuracy and proven long-term calibration stability.

ndd instruments (EasyOne Spirometers and EasyOne DLCO / MBNW Systems) are the Gold Standard for Global Pharmaceutical Clinical trials as the unique ndd Technology has undergone the rigours of evidence based medicine for proven long-term accuracy and long-term proven calibration stability. (1,2,3,4,5,6).

References:

1. Four-Year Calibration Stability of the EasyOne Portable Spirometer - Skloot et al - Respiratory Care 2010;55(7): 873- 877.

2. Lung Function in Rescue Workers at the World Trade Center after 7 Years - Aldrich et al - New England Journal Medicine 362;14 April 8, 2010

3. Stability of the EasyOne ultrasonic spirometer for use in general practice - Walters et al - Respiriology (2006) 11, 306-310.

4. The Long-Term Stability of Portable Spirometers Used in a Multinational Study of the Prevalence of Chronic Obstructive Pulmonary Disease - Padilla et al - Respiratory Care - October 2006 VOL 51 NO 10 1167.

5. Evaluating the Use of a Portable Spirometer in a Study of Pediatric Asthma, Mortimer et al, CHEST Journal, June 2003 Volume 123, Issue 6, Pages 1899-1907.

6. Performance of a New Screening Spirometer at a Community Health Fair, Schoh, Petty et al, Respiratory Care 2002; 47(10):1150-1157.

[Click here to view the Easy on-PC on our Website.....](#)

Australian State Ambulance Service implementx LiteAire Cardboard Spacer



Australian State Ambulance Service implements LiteAire Cardboard Spacer

We saw a number of State Ambulance Services implement the LiteAire Spacer back in 2002 and now with the COVID-19 pandemic we have seen another State Ambulance Service discontinue their use of nebulisers and implement the LiteAire Spacer.

The LiteAire Disposable Cardboard Spacer offers proven clinical efficacy and convenience with minimal storage requirements and an environmentally friendly alternative to rigid plastic spacers.

A study published in the Journal of Emergency Medicine has demonstrated that the LiteAire Disposable Spacer is clinically equivalent to nebuliser therapy in the treatment of acute asthma in the Emergency Department setting.

[View the LiteAire Spacer on our website...](#)

FREE NIOX VERO FeNO when you purchase an EasyOne Pro/LAB



FREE NIOX VERO FeNO when you purchase an EasyOne Pro/LAB

*****SPECIAL OFFER*** Receive a Free NIOX VERO FeNO device + 60 Test Kit when you purchase an EasyOne Pro/LAB. Offer Ends June 30 2020.**

To take advantage of this offer please telephone us on 1300 136 855 or email to craig@nichemedical.com.au

Instant Asset Tax Write-Off on the EasyOne Pro/LAB*

*The Australian Tax Office advises that business who turnover less than \$50 million can outright deduct any purchase up to \$150,000 excluding GST.

*This ends on 30th June 2020 as per current tax legislation. We recommend you seek professional tax advice. Please note the asset must be delivered and ready for use by 30th June 2020.

EasyOne FlowTube is Carbon Neutral**EasyOne FlowTube is Carbon Neutral**

In 2017, we launched the EasyOne Air Spirometer and its disposable mouthpiece, the EasyOne FlowTube. From the start, FlowTubes have been produced and distributed in a carbon neutral fashion.

For every EasyOne FlowTube we sell, we make a valuable contribution towards a more sustainable future by supporting a project in Madagascar committed to the production and sale of efficient wood and solar cooking stoves.

Here is what our continuing contributions support:

- * Reduce the burning of firewood and thus prevent deforestation. They also go towards planting new trees to gradually reforest the region.
- * Improve the air quality in and around the house, which is of most immediate benefit to the health of women and children.
- * Educate the next generation about climate change, environmental protection and clean cooking.
- * Support the local production of cook stoves, which creates jobs and facilitates the transfer of know-how to the native population.

In addition to offsetting the CO2 emissions caused by the production of our EasyOne FlowTube, we are also planning to compensate those of other ndd products.

[Click here for further information.....](#)

DLCO is recommended for COPD management, whilst body box adds little value in



DLCO is recommended for COPD management, whilst body plethysmography adds little value in diagnosing COPD

In 2019, further data was published that clearly demonstrates the importance of measuring DLCO, compared to that of performing body plethysmography.

In their publication of 2019, Kahnert et al. conclude that in diagnosing COPD, "the additional information as conferred by body plethysmography appeared to be minor compared to the well-known combination of spirometry and CO diffusing capacity." [1]

Balasubramanian et al. have analyzed data from the COPD Gene study with 1,806 participants and concluded that, "Impairment in DLCO was associated with increased COPD symptoms, reduced exercise performance, and severe exacerbation risk even after accounting for spirometry and CT evidence of emphysema. These findings suggest that DLCO should be considered for inclusion in future multidimensional tools assessing COPD." [2]

The available clinical evidence clearly shows that DLCO should become a standard assessment in clinical care and cannot remain a measurement done only in specialised lung function laboratories. The EasyOne Pro / LAB offers a solution that allows easy, fast and accurate DLCO testing in any setting.

(1). Kahnert, Kathin et al. "Relationship of spirometric, body plethysmographic, and diffusing capacity parameters to emphysema scores derived from CT scans." Chronic respiratory disease vol. 16 (2019): 1479972318775423. doi:10.1177/1479972318775423.

(2). Balasubramanian et al. "Diffusing Capacity of Carbon Monoxide in Assessment of COPD". Chest 2019 Dec;156(6): 1111-1119.

New Software Update for EasyOne Pro/LAB



New Software Update for EasyOne Pro/LAB

- Quality Grades implemented according to ATS/ERS DLCO Standards 2017.

- **ATS Report. Guideline 2017: Introduction of Z Score Graph on Reports, which gives physicians immediate feedback on the health status of the patient.**
- **Improved N2 Signal Computation for MBW Tests, which shows good alignment with Mass Spectrometer.**
- **Option to set the MBWN Tests to a constant Oxygen Flow, which assists in maintaining regular and relaxed breathing, particularly in Paediatric Patients.**
- **Improvement on Exhalation Recognition for SVC Tests, especially for heavily obstructed or restricted Patients.**

[Download Update for EasyOne Pro Software here.....](#)

Lung Clearance Index as a Predictor for COPD



Lung Clearance Index as a Predictor for COPD

This population-based study examines whether LCI (Lung Clearance Index) predicts pulmonary obstruction and incidence of chronic obstructive pulmonary disease (COPD) events over a long-term follow-up. [1]

Conclusion: Reduction of FEV1 between 55 and 68 years of age and incidence of pulmonary obstruction was highest in those with high LCI. High LCI is associated with future development of pulmonary obstruction and incidence of COPD hospitalisations in men from the general population.

(1) The Association of Lung Clearance Index with COPD and FEV1 Reduction in 'Men Born in 1914'; Zaigham S, Wollmer P, Engström G; COPD. 2017 Jun.

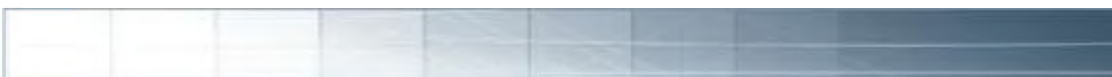
[Click here to view the study abstract.....](#)

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4/30/2020

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