



## The new PVDF safety coupling

**SERTO has revised its quick-disconnect coupling for dialysis and rationalized its product range. In this respect we have mainly focused on improving sales prices and operating safety. The phase out will begin 1.04.2010.**

It has been nearly 20 years since SERTO first developed the quick-disconnect coupling for dialysis that joins dialysis equipment with filter cartridges. However, the market for these couplings has changed radically since then. New dialysis equipment suppliers have new technology and especially different price requirements. After intensive consultation with customers, SERTO decided to revise the quick-disconnect couplings and to manufacture them in an injection moulding process.

### What is new?

In addition to price, the operating reliability is of paramount importance for customers. SERTO has taken these aspects into consideration in the new design: colour coding on both coupling and nipple prevents mix-ups. A safety mechanism has been added to prevent unintentional unlocking; a lock indicator shows when the nipple is locked in correctly. These improvements in safety are communicated under the new name: **safety coupling**.

SERTO has completely revised the range of couplings as well. Sizes and versions that are not in sufficient demand have been taken out of the product mix. Please see the enclosed document for details (product range, standard versions, options).

### How are we communicating this in the market?

In our ads, which will run in German newspapers as of September. A brochure with technical information and sales argumentation will be available as of May. The couplings have already been presented as a new product in the trade press and as soon as the products have got a foothold in the market, we will publish a user report.

### How will the substitution be made?

As of 31.03.2010 the quick-disconnect couplings for dialysis will no longer be on order. When the articles and dimensions that are not being taken over into the new product range have been sold off, they will be treated as special parts similar to standard products; for those that have a substitute in the new product range there will be a gradual replacement. As soon as there are no quick-disconnect couplings for dialysis on stock, the corresponding quick-disconnect safety couplings will be provided. We will of course make sure that no old and new products are delivered in the same shipment.