

### A new facility to meet a growing demand

Kayt Davies  
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**ITL Ltd announced last week that it had moved into its new manufacturing facility in Melbourne and that the new facility had received a stamp of approval from the Therapeutic Goods Administration recognising that it meets the Good Manufacturing Practice standards.**

It's an important milestone achievement for the company that has its eye on the growing demand for more conveniently disposable hospital supplies.

ITL chief executive Bill Mobbs said the driver behind the market for disposable hospital supplies was the speed and productivity improvement they represented for hospitals that otherwise have to deploy staff to ensure that everything required is on hand and sterile – coupled with growing concerns about infectious diseases.

The final stage of completion of the new facility will be the commissioning of ITL's own steriliser, due to come online in March 2007; until then ITL is using the services of a contract sterilisation company.

The ITL procedure packs each contain more than 100 different items, including disposable gowns and drapes and they can be tailored not only to suit a wide range of procedures, such as knee reconstructions, heart bypasses and tonsillectomies – but also to suit the quirks and preferences of individual surgeons.

According to Mobbs, in the US 90-95% of hospitals use disposable surgical drapes and gowns and 60-80% of procedures use equipment supplied in procedure packs.

He added: "In Europe the Medical Device Directives (MDD) have recommended that all hospitals convert to using disposable drapes and gowns by the end of 2007.

"With Australia committed to following the MDD recommendations, we are seeing hospitals here starting to convert, but so far only 30 to 35 percent of Australian hospitals are using disposable drapes and gowns and only 7 percent of procedures are done with equipment from procedure packs. This means there are a lot more hospitals for us to convert."

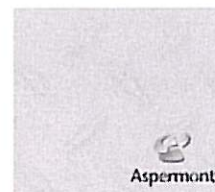
Asked if encouraging hospitals to go disposable was at all un-green, he answered that compared with the cleaning chemical and power resources that went into sterilising surgical equipment it was a relatively environmentally friendly move.

Mobbs said the new facility was three times larger than the company's old facility, offering significant new economies of scale as well as state-of-the-art equipment and a view that is impacting positively on staff wellbeing.

ITL employs 330 people worldwide, including 100 in Australia and a large workforce in Malaysia where it recently bought a company called Heal Marketing. Heal had existing relationships with many Malaysian hospitals that have enabled the sale of procedure packs into the Malaysian market. ITL is also building a new facility in Malaysia and pursuing a range of R&D projects.



Bill Mobbs



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