

# BOOKWALTER® Retractor Checkup



symmetry surgical®

# Why Conduct a Bookwalter® Retractor Checkup?

- Access to accounts with competitive product
- Build stronger working relationships and establish new ones
- Access to Surgeons
- Gain Information:
  - Competitors' activity
  - Types of procedures using the Bookwalter®
  - Other table-mounted retractors (Omni, Thompson, etc...)
  - Potential new sales opportunities
- Ensure Bookwalter® systems are in proper working condition
- Ensure optimal patient outcomes
- Reduce surgeon frustration
- Reduce customer cost by repairing before replacement is necessary

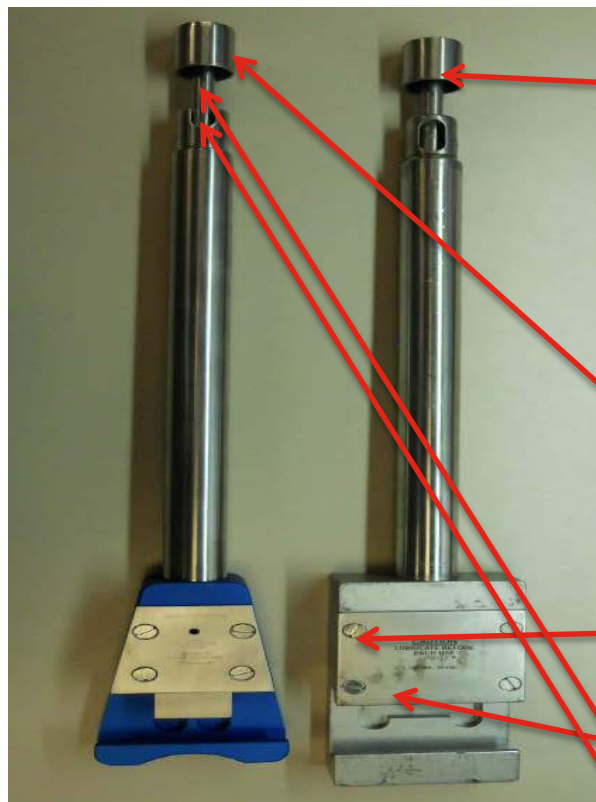
# How to Conduct a Bookwalter® Retractor Checkup?

- Arrange the inspection with:
  - Team Leaders/Coordinators—Find out which services use the Bookwalter (General, GYN, Urology, Transplant, Vascular)
  - Central Sterile/SPD
- Convenient for customer
  - Early morning/Late Afternoon
  - Day of the week (maybe a Saturday is best)
- Get count sheets in advance if possible
- What to bring
  - Inspection sheet/Troubleshooting Guide
  - New products (Low Profile RoTilt, Lightweight pieces, etc...)
  - Samples to sell (malleable blades)

# How to Conduct a Bookwalter® Retractor Checkup?

- What to look for:
  - Cracked Blades
  - Worn Ratchets (*and old Ratchets*)
  - Warped Rings
  - Bent Horizontal Bar
  - Broken Horizontal Flex Bar
  - Worn Table Post (*and heavy Table Posts*)
  - Out-of-Round Post Coupling
  - Competitors' Product!!!

# Table Post 50-4581



1. Engage the Table Post clamp by turning the lever clockwise and ensure that it engages all the way down without binding or sticking. If you feel binding or sticking or hear a grinding sound, spray instrument lubricant in the hole in the mounting. Turn the handle all the way in both directions to spread the lubricant.
2. Reverse the action until the Table Post clamp is fully disengaged. While performing this task, check the mounting bracket top to bottom to ensure there are no gouges or raised spots that will hinder the attachment of the Table Post to the bed rail.
3. Ensure the cap of the Table Post (on newer models) fits over the top of the Table Post shaft or that the metal square (on older models) easily slides into its resting slot without binding or shifting.
4. Ensure that the mounting block screws are fully seated and in place. Rub your finger over the screws to make sure they are fully seated.
5. Make sure the mounting block is not bent or damaged. Run your finger over the edge of the mounting to make sure there are no burrs or rough areas along the edge.
6. Make sure the handle is not bent.
7. Ensure attachment pin is not loose and does not have excess play.
8. Slide the Post Coupling up and down the shaft of the Table Post to ensure it slides smoothly without binding.

## Recommendations:

- 50-4688 12" Light Weight
- 50-4697 16" Light Weight
- BW0144005 18"
- BW0144003 24"

# Identifying Old & Competitive Table Posts

Original Codman® Table Post



Aesculap®  
Table  
Post



# Identifying Old & Competitive Table Posts



Heavy  
Table  
Post

Aesculap® Table Post



# Replace Old or Competitive Table Post with Lightweight Table Post: 50-4688

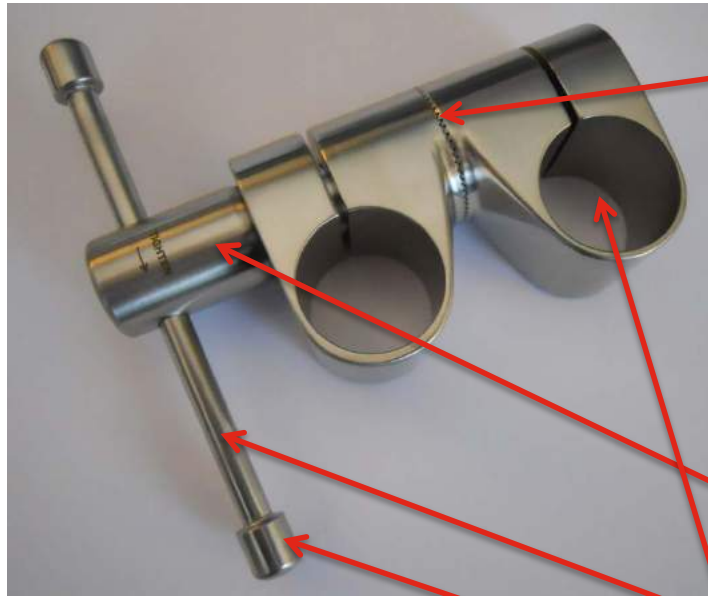
- Different design:
  - Hollow shaft
  - Reduced dimensions in clamp
  - Use of anodized aluminum
- Weight loss:
  - 50-4581 = 4 lbs. 14.4 oz.
  - New = 3 lbs. 0.9 oz.
  - Total Weight Loss = 1 lbs. 13.5 oz.



38%  
Reduction  
in Weight



# Post Coupling 50-4554



1. Slide a Table Post and a Horizontal (Flex) Bar into the two holes of the Post Coupling. Tighten the Post Coupling by turning the lever clockwise. Check the teeth (starburst) on both parts of the Post Coupling to ensure that they are not worn down, gouged, out of line, or blunt. The Post Coupling must easily tighten down on the Table Post and Horizontal (Flex) Bar . (Do not tighten the Post Coupling without having a Table Post and Horizontal (Flex) Bar loaded.)
2. Check the shaft that connects the teeth. Make sure that it is not bent and that the teeth match up.
3. Check to make sure that the lever is not bent.
4. Check to see if the handle stops are removed or broken off.
5. Check the diameters of the holes to ensure that they are round and not oval from improper tightening. Slide the Horizontal Bar into the holes and make sure there is no binding or gaps in the Post Coupling.

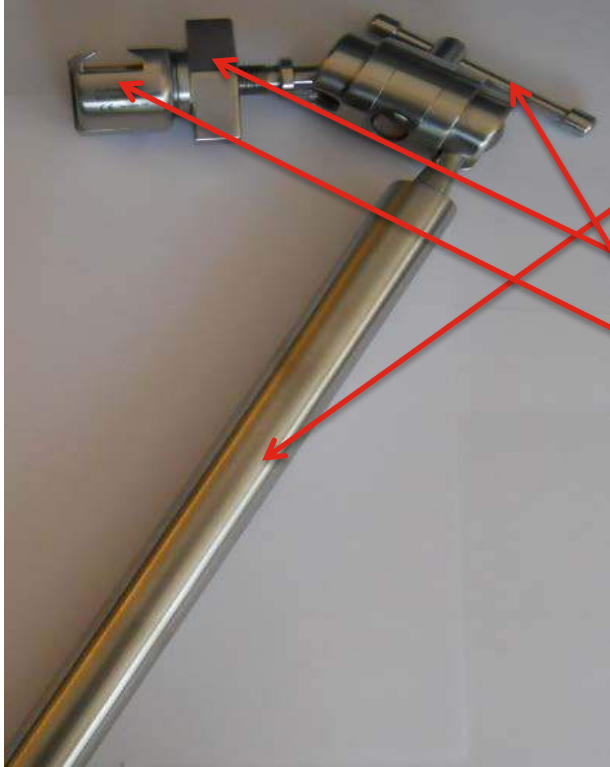
## Recommendation:

- Newer version of 50-4554 (Lightweight Post Coupling)

# Current Post Coupling



# Horizontal, Horizontal Flex, and Vertical Extension Bars



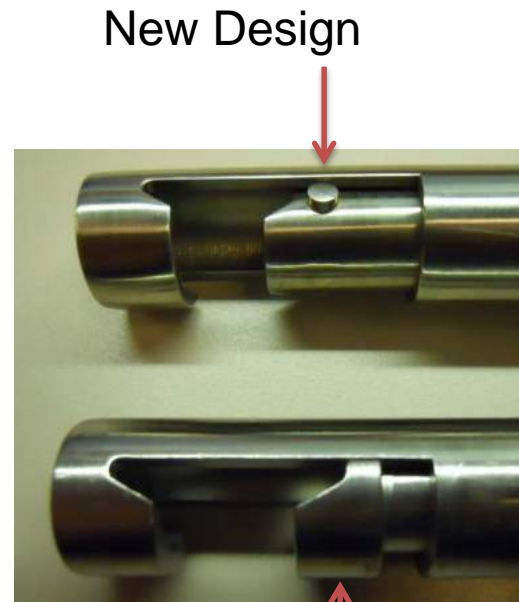
1. Slide the Post Coupling up and down the shaft of the bar to ensure it slides smoothly without binding.
2. Put the Horizontal Bar on a flat surface and roll the bar to make sure the Horizontal Bar is straight and NOT bent.
3. Engage the Horizontal Bar clamp and ensure there is no “snag” in the jaw.
4. Tighten the Horizontal Bar onto the ring and ensure it has a tight grasp without “play” in the ring. Disengage to ensure smooth operation.
5. For the Horizontal Flex Bar: Turn the lever clockwise to tighten the ball joint mechanism. While holding the shaft, press the distal end of the Flex Bar against a hard surface to make sure that the ball joints don’t slip. Also, ensure that older flex bars have an “anti-backing” screw installed which will prevent the internal ball joint fittings from coming apart.

## Recommendations:

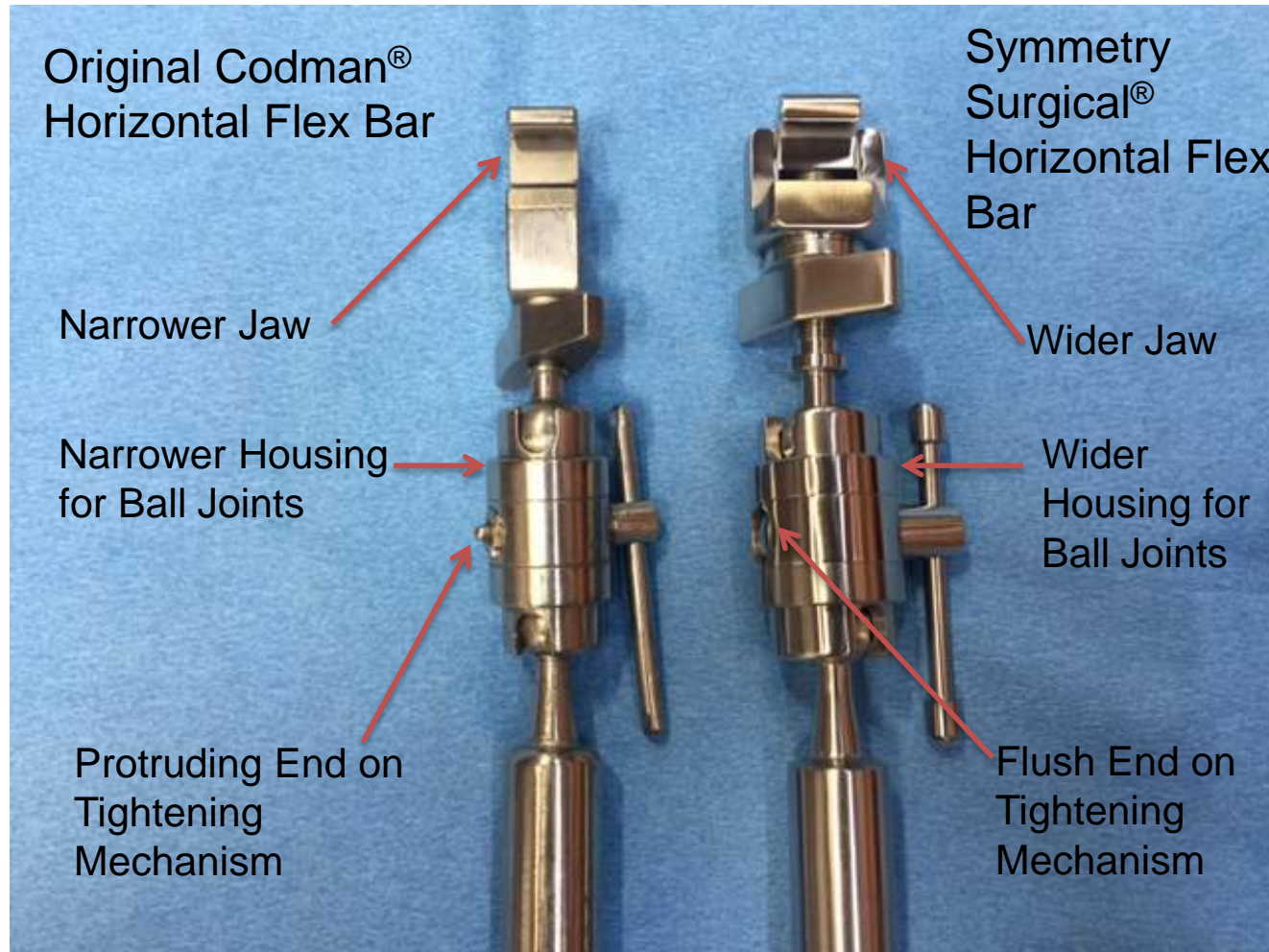
- 50-4552 Horizontal Bar (newer lightweight)
- 50-4582 Horizontal Flex Bar (newer light weight)
- 50-4553 Vertical Extension Bar 12” (newer light weight)
- 50-4797 Vertical Extension bar 18” (new light weight)

# Replace Old or Competitive Horizontal Bar with Lightweight Horizontal Bar: 50-4552

- Same product code, but now the shaft is hollow
- Weight loss:
  - Previous = 2 lbs. 9.4 oz.
  - New = 1 lbs. 12.7 oz.
  - Total Weight Loss = 12.7 oz.



# Identifying Old Horizontal Flex Bars



# Replace Old or Competitive Horizontal Flex Bar with Lightweight Horizontal Flex Bar: 50-4582

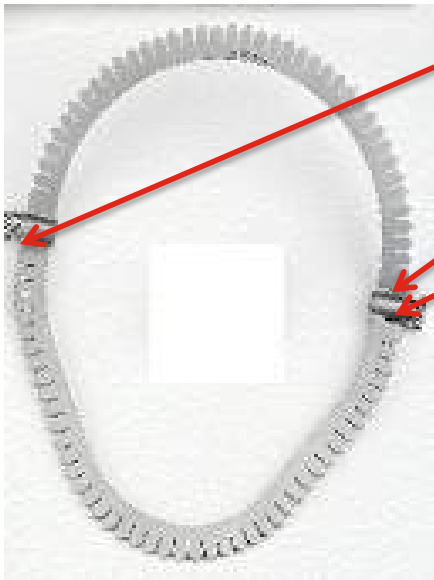
- Same product code, but modified design:
  - Hollow shaft
  - More robust ball-and-socket mechanism and ring attachment
- Weight loss:
  - Previous = 4 lbs. 6.3 oz.
  - New = 2 lbs. 12.9 oz.
  - Total Weight Loss = 1 lb. 9.4 oz.



New  
Design



# Rings



1. Check for missing parts on segmented ring (screws, segments, etc.).
2. Check for cracks at the joints of the segmented ring.
3. Make sure teeth on the segments line up and are not blunt.
4. Slide a ratchet around the entire circumference of the ring to ensure it doesn't stick or bind.
5. Check for gouges that could tear a surgical glove or hinder movement of a ratchet.
6. Lay the ring on a flat surface to ensure it is not bent. (If it is a segmented ring, assemble it completely before checking that it is flat.)

## Recommendations:

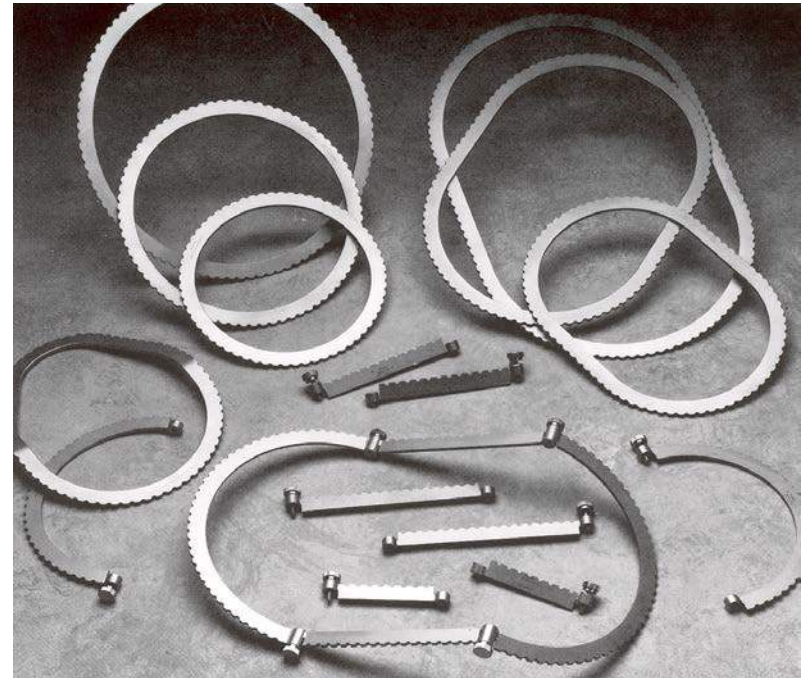
Various sizes of solid and segmented round and oval rings

# Ring Modifications

**2001**

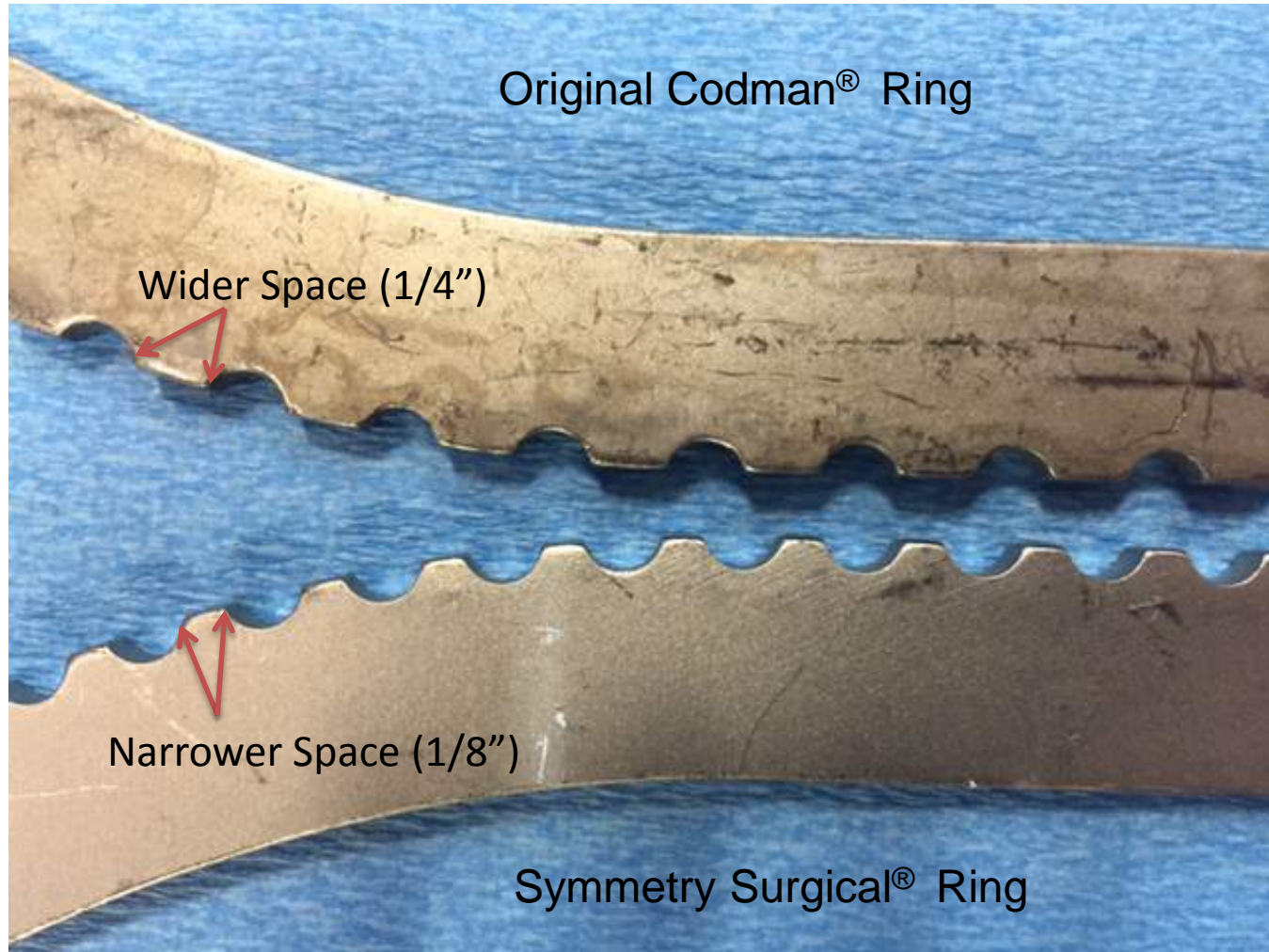
Spacing of ALL rings changed from 1/4" to 1/8"

- This change dramatically improved the functionality of the ratchets on the ring.
- Surgeons who have experienced slippage appreciate the importance of this modification. Rotation with no slippage!
- Expanded blade placement option 30 degrees.
- Surgeon can place retractor blade more off center without the ratchet slipping or skipping along the outside of the ring.

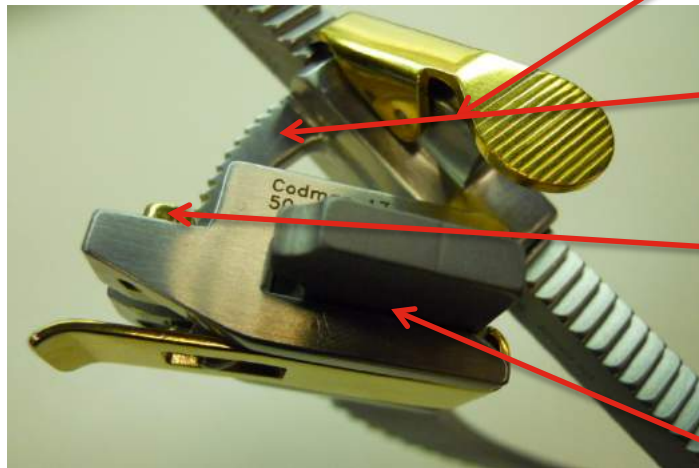




# Identifying Old Rings



# Straight, Tilt, and RoTilt Ratchets



1. Slide the ratchet down the post of a blade to ensure the spring is working properly. The ratchet should positively “click” into each groove on the post. Also, check the tension of the spring to ensure it is not deformed in any way.
2. Check the tilting mechanism by depressing the tilt lever and moving the body of the ratchet through the full arc of the tilt to ensure that it smoothly moves without binding into the body of the ratchet.
3. Ensure the tilt ratchet does not “slip” or “chatter” when tilted due to a loose or broken cross bar that will not engage into the teeth. Check the integrity of this mechanism by placing the end of a blade post into the ratchet and seeing how easily it slips when pressure is put on the top of the blade.
4. Make sure each ratchet can smoothly be placed on the ring without binding. Look into the slot where the ring engages and inspect for raised edges or bent materials.
5. RoTilt ratchets should easily rock from side to side while being engaged. The cam should also immediately disengage without “sticking” and there should be no residue or scarring in the slots of the cam where the internal pin locks the RoTilt in place.

## Recommendations:

- 50-4696 Self-Retaining Low Profile Locking RoTilt

# Replace Old Tilt Ratchets with New Tilt or RoTilt Ratchets



**1983**

Original Tilt Ratchet Mechanism – This added an extra feature (can be tilted) to the original regular (straight) ratchet mechanism. Thumb piece engagement is secured by leaf spring mounted at bottom of unit.

# Replace Old Tilt Ratchets with New Tilt or RoTilt Ratchets



**1986**

Angle of thumb piece was reduced to almost flat to give comfort to the users and also to prevent possible slippage when adjustment is made to the tilted position. Material was also changed to make thumb piece stronger.

# Replace Old Tilt Ratchets with New Tilt or RoTilt Ratchets



**1990**

Added thickness to the ratchet teeth portion of the casting to eliminate side bending. Made it very strong. Single control feature (tilting and retractor blade in and out movement) was incorporated to achieve both actions by simply depressing the ratchet pawl.

# Replace Old Tilt Ratchets with New Tilt or RoTilt Ratchets



**1993**

Based on surgeon feedback, they would prefer to control the tilting and the retractor blade movement separately, so the single control feature was removed. This also prevents possible disengagement of the tilted portion if the pawl is accidentally depressed.

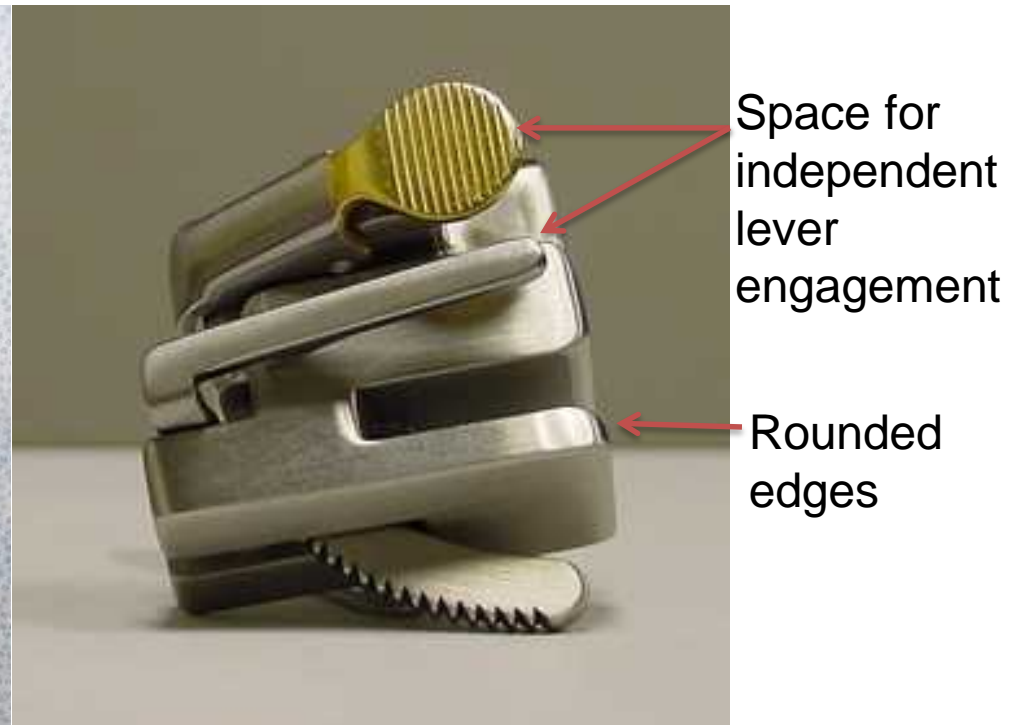
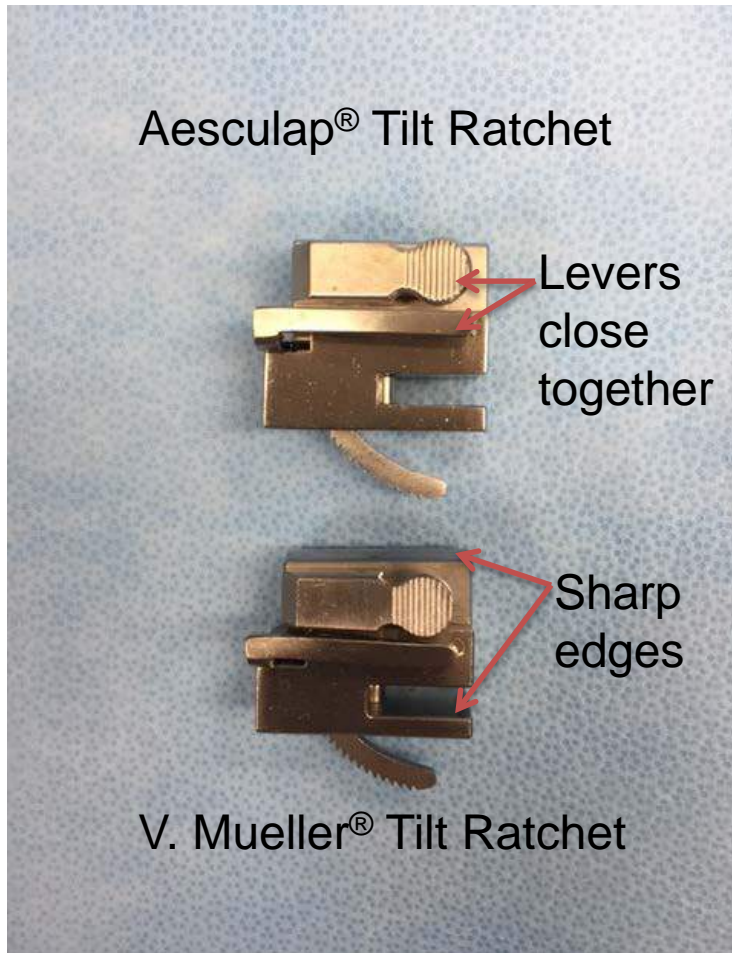
# Current Tilt Ratchet



**1996**

Improved tolerances/fitting of parts. Pivot point of thumb piece was also moved to maximize engagement with ratchet teeth.

# Replace Competitive Ratchets with Tilt or RoTilt Ratchets



Symmetry Surgical® Tilt Ratchet



# RoTilt Ratchets



## 50-4589

- Original RoTilt
- High Profile
- Rotated position held in place by tension on the blade when retracting
- Rotated position released when the tension on the blade is released



## 50-4695

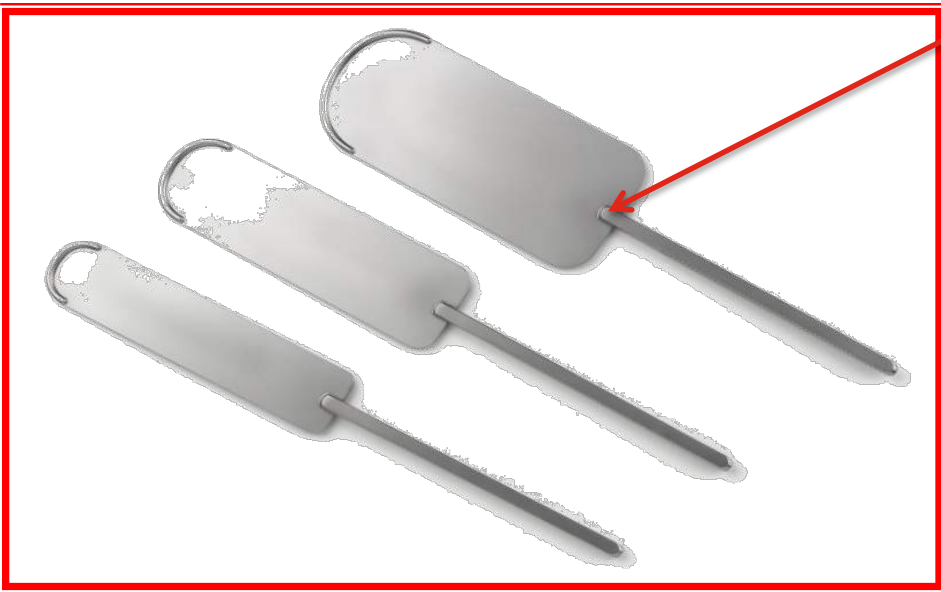
- Second Generation RoTilt
- Lower Profile
- Self-retaining clip holds ratchet on ring
- Rotated position controlled by thumb piece on side



## 50-4696

- Current Version of RoTilt
- Lower Profile
- Rotated position locked in place by tension on the blade when retracting
- Rotated position released by lever on the side

# Malleable Blades



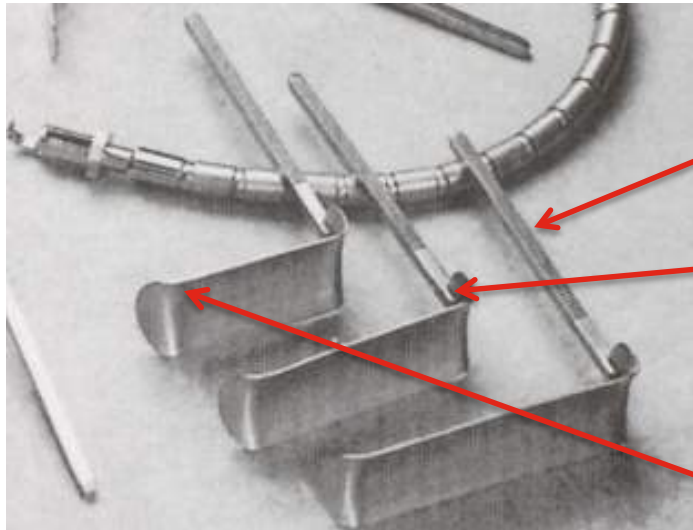
1. Check for possible gouges on blade.
2. Inspect where the blade meets the post – check for cracking.
3. Hold Blades up to the light to check for cracks.
4. Check teeth on the shaft. Make sure they fit into the ratchet properly.
5. Slide a ratchet down the post to make sure the post is not bent.

## Recommendations:

Larger blades for obese patients:

- 67-7499 3 x 11 malleable blade w/ lip
- 67-7500 4 x 11 malleable blade w/ lip
- 67-7502 1 ½ x 11 malleable blade w/ lip
- 67-7504 2 x 11 malleable blade w/ lip

# Retractor Blades



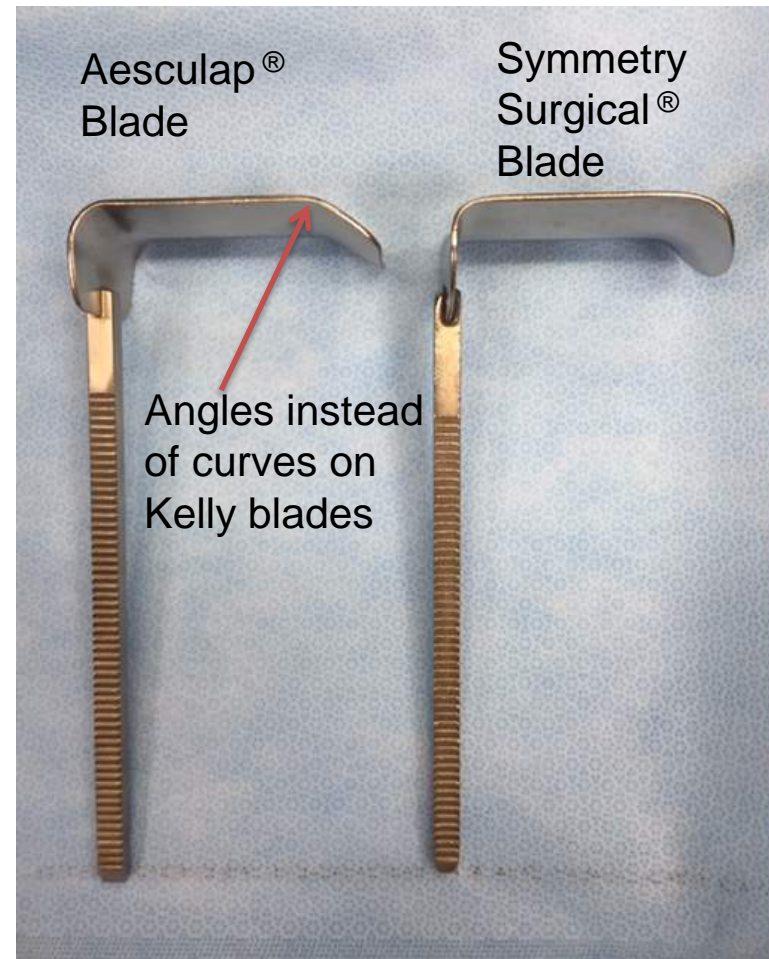
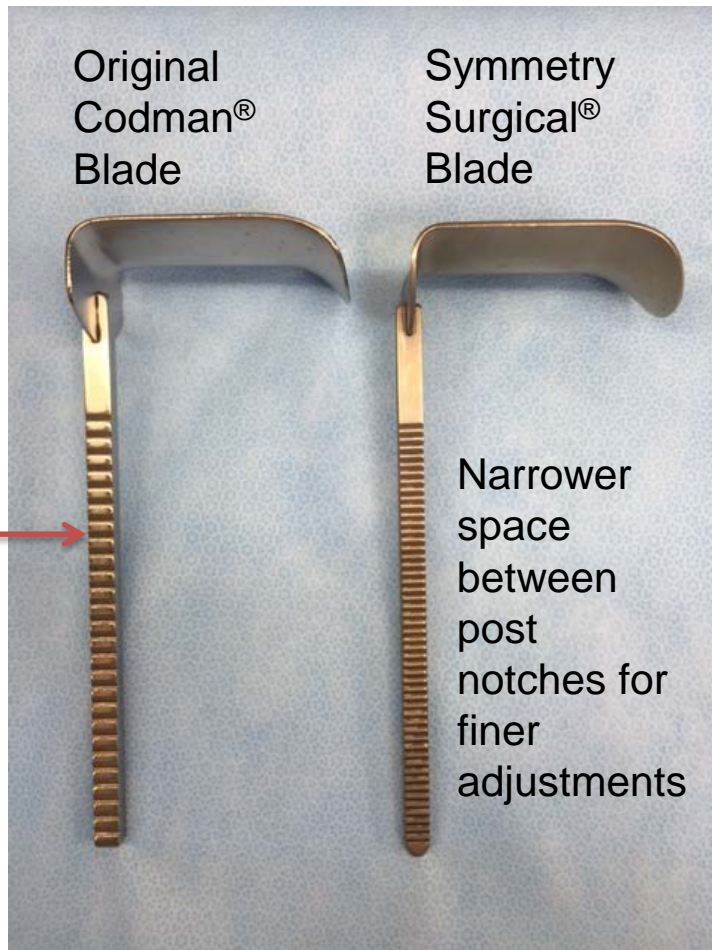
1. Slide a ratchet down the post to make sure the post is not bent.
2. Check where the retractor blade is attached to the post to ensure the weld line is clean and the connection is solid.
3. Run your finger along the blade to ensure that it is smooth and without gouges or sharp areas that could injure the patient or tear a surgical glove.

## Recommendations:

Larger blades for obese patients:

- BW1045000 2x8 Kelly Retractor Blade
- BW1045176 Harrington Retractor Blade
- BW1271017 Bookwalter<sup>®</sup> Balfour Retractor

# Replace Old or Competitive Blades with New Blades



# Customer Benefits

- The Checkup is Free!
- Ensures the Bookwalter<sup>®</sup> Retractor is in Optimal Condition
- Saves Customers' Valuable Time
- Customized Inspection Sheet
- Samples for Repairs
- Handling Repairs
- Creating Count Sheets
- Being a Resource Not a Sales Representative!

# Opportunities

- Repair \$\$\$/Refurbishment
- RoTilt (Repair/Replace/Upgrade)
- Adaptable Ring 50-4810
- Universal Arm System 50-4805
- Additional Components Needed or Missing Parts
- Standardizing Sets
- New BOOKWALTER® System Orders
- New Instrument Quotes
- Transitional Sale (Quad-Lock® / Opti-Length®, Instruments)

# I just performed a Bookwalter® Retractor Checkup. . . Who do I talk to about my findings?

Bookwalter® Inspection-  
Ex: BW blade is cracked,  
needs to be replaced,  
ratchets broken

New Product Opp:  
RoTilt Ratchets

Nurse Coordinators- Show them RoTilt  
Ratchets and Lightweight Table Post

Make sure you have a RoTilt (50-4696)  
with you! ("Is the doctor around, can I  
show him now?")

SPD Manager- Make sure they  
are present during or after  
inspections. Many times the  
SPD Mgr. can place an order  
quickly. Ask for the P.O. that  
day!

This is your opportunity to set up  
evaluations, ask if they have any  
instrument needs, or if they are putting  
sets through IUSS. Ask what they are  
using for larger patients--start a  
conversation about taller Table Posts,  
larger blades, and Opti-Length  
instruments.

Always encourage a BW  
restoration, compare the price of  
replacing a few components vs.  
restoring whole tray.

Don't forget Quad-Lock®!