

MEDNEWS

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Esco Medical Elevates Sales and Service Standards Through Training in Lithuania

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Esco Medical Elevates Sales and Service Standards Through Training in Lithuania



Esco Medical Technologies (EMT) has recently concluded a highly successful three-day Sales and Service Training at its factory in Kaunas, Lithuania. The event saw key industry players converge for an intensive program aimed at enhancing expertise in sales and service within the reproductive technology sector.

Sales Training

Led by Esco Medical's Product Manager, Domantas Armonavičius, the sales training segment focused on explaining distributors about the latest product features and conducting a comparative analysis of competitors within the European Region. The objective was clear: arm distributors with updated product knowledge, strategic insights, and transformative sales techniques to propel their efforts forward.

The training was not just a one-way street; it fostered collaboration among participants, allowing them to share individual techniques and strategies drawn from their diverse experiences. The result was a dynamic learning environment that promised to elevate the collective sales approach of Esco distributors.

Service Training

Simultaneously, a comprehensive service training session was conducted by Simonas Kaminskas, with valuable support from Monika Jablonskienė and Maciej Klima. Attended by Esco Medical service engineers, product specialists, and distributors, this segment provided hands-on experience and in-depth knowledge of service and maintenance for Esco products.

Emphasizing the company's unwavering commitment to delivering exceptional after-sales service, the service training equipped participants with the skills necessary to ensure Esco Medical's products maintain peak performance throughout their lifecycle.

A Leap Forward for Customer Service

The combined impact of the sales and service training has positioned Esco Medical and its distributors on the forefront of delivering unparalleled service to customers. By providing a platform for shared learning, the event has not only strengthened the capabilities of individual distributors but has also fostered a collaborative spirit that bodes well for the industry's future.



Esco Medical Technologies expresses gratitude to all participants, trainers, and team members whose collective efforts contributed to the resounding success of this event. United, the company is poised for a bright and prosperous future in the competitive landscape of the reproductive technology industry, committed to setting new standards in sales and service excellence

Esco Medical Joins ASRM 2023, Showcasing Innovation in Reproductive Health

Esco Medical made a significant mark at the recently concluded ASRM 2023 Scientific Congress & Expo in New Orleans, Louisiana. The event, held from October 14-18, 2023, centered around the theme “The Past, The Present, and The Pipeline.”



As one of the exhibitors, Esco Medical seized the opportunity to unveil its cutting-edge equipment, highlighting how these state-of-the-art solutions can aid IVF practitioners, clinics, and laboratories in advancing reproductive health and technology. The showcased devices exemplify Esco Medical's unwavering commitment to innovation and excellence in the assisted reproduction field.

The ASRM 2023 Scientific Congress & Expo served as a vibrant platform for Esco Medical to engage with the ASRM community, sharing insights and expertise in IVF solutions.

Esco Medical's booth drew significant attention, with attendees expressing enthusiasm for the showcased solutions. The positive feedback and interactions at the event have further fueled Esco Medical's dedication to pushing the boundaries of assisted reproduction technology.

On behalf of the entire Esco Medical team, we want to express our gratitude to everyone who visited our booth. Esco Medical looks forward to the next edition of ASRM in 2024. The company remains resolute in its commitment to delivering cutting-edge solutions that empower the global community to create brighter futures for families through advanced reproductive health technologies.



WHY CHOOSE MIRI® EVIDENCE?

RETROFIT

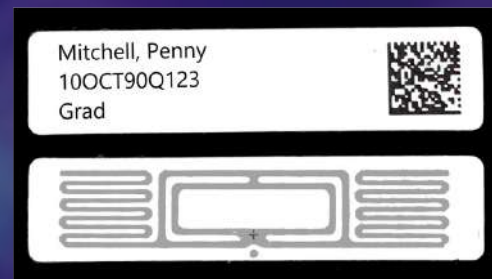


The MIRI® Evidence can be retrofitted to existing equipment. There is no need to replace or do customizations on the tabletop of your workstations.

Our RFID MIRI® Evidence Pole reader is compatible with all available workstations in the market. Aside from that, an incubator monitor can be designated to display whose embryo has been assigned to which specific chamber of the incubator.

The monitor is compatible with various kinds of embryo culture incubators on the market.

HYBRID LABEL



MIRI® Evidence uses an intuitive labelling system that makes use of human-readable labeling, barcode and RFID labels.

This combination on each label offers a powerful solution to improve efficiency, accuracy, traceability, and security in embryology labs.

It minimizes the potential for errors, enhances quality assurance, and ultimately contributes to better patient care and treatment outcomes.

CHAIN OF CUSTODY

Name	Device	Category	Status
Embryo 1	Berkeley Bios 20181112	20181112	Safe
Embryo 2	Berkeley Bios 20181112	20181112	Safe
Embryo 3	Berkeley Bios 20181112	20181112	Safe
Embryo 4	Berkeley Bios 20181112	20181112	Safe
Embryo 5	Berkeley Bios 20181112	20181112	Safe
Embryo 6	Berkeley Bios 20181112	20181112	Safe
Embryo 7	Berkeley Bios 20181112	20181112	Safe
Embryo 8	Berkeley Bios 20181112	20181112	Safe
Embryo 9	Berkeley Bios 20181112	20181112	Safe
Embryo 10	Berkeley Bios 20181112	20181112	Safe

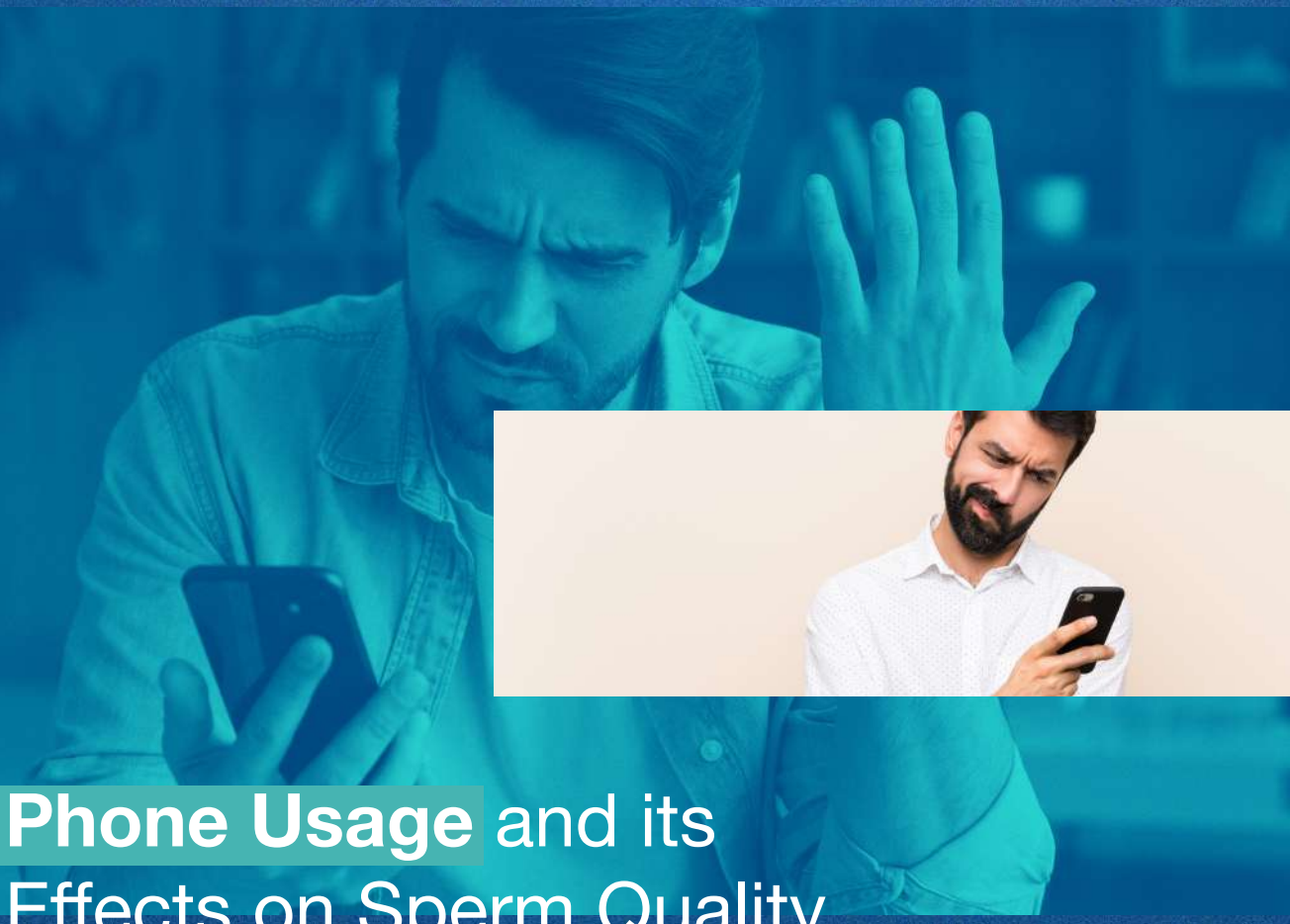
A chain of custody is a form of management system that is required in many laboratories, clinics or hospitals to have that allows every step of the lab process to be properly documented from the beginning to the end of the process.

MISMATCH NOTIFICATION



Oocytes, embryos and sperm samples are verified and recorded as identity matches when transferring through the devices, eliminating the need for a human double-witnessing.

The verification guarantees that the correct sample is being processed and prevents patient samples from being mixed up.



Phone Usage and its Effects on Sperm Quality

There is a growing concern surrounding the increased use of mobile phones and its possible negative effect on the quality of sperm.

The global pandemic has surely increased the time interval people now spend their time on their mobile phone. Furthermore, telecommunication technology is only getting more and more advanced, now with the increasing model of mobile phone that are capable of 4G and 5G communications.

Technology advancement isn't limited to mobile phones only, but also with gadgets/ tablets, laptop computers, and others which are capable of using Wi-Fi.

All these devices use radiofrequency electromagnetic field (RF EMF), which allows the information to be transmitted which then we receive on the devices without the need of wires.

Generally speaking, mobile phones emit low levels of RF EMF which can be absorbed by the human body.

Several experimental studies in rats or rodents have been conducted in the past suggesting that electromagnetic radiation (EMR) can affect testicular function necessary for testosterone and sperm production.

The amount of time spent talking on the phone and the consistent use of internet service was found to be associated with low semen volume, sperm concentration and total sperm count.

Men who spend more time using their phone while it's being charged was found to have higher percentage of abnormal sperm concentration, furthermore, the location at which the phone is placed while not in use also provided different result, men who placed their phone close to them at <50cm distance such as in the trousers' pocket, was found to have a lower sperm motility.

Although it is vague to determine whether there is a clear negative correlation on the frequency of mobile phone usage with the quality of sperm,

it is still important to minimize the time one should spent on their mobile phone to lessen the possible negative effect that RF EMF that telecommunication device might cause.

An *in vivo* study suggested that the consumption of Vitamin C and Vitamin E produced a significant protective effect towards EMF radiation, suggesting that regular consumption of Vitamin C, E, and other natural supplement can protect the testis against the RF-EMF effect.

The evidence on the harmful effect of telecommunication device towards sperm quality is still rather insufficient, therefore, more experimental studies should be carried out in the future to determine the effect of the more advanced technology device on male reproductive function.

Source: [https://www.fertstert.org/article/S0015-0282\(23\)01875-7/fulltext](https://www.fertstert.org/article/S0015-0282(23)01875-7/fulltext)

Lab-Grown Human Embryos: Balancing Research Advancements and Ethical Concerns

The field of embryology is witnessing unprecedented advancements, with scientists pushing the boundaries of knowledge and ethical considerations. A recent article on IVF.net titled “Advancing Frontiers in Embryology: New Ethical and Scientific Paradigms” explores the cutting-edge developments in this realm. This article delves into the key insights provided by the piece, shedding light on the ethical considerations and scientific innovations discussed.



Scientific Breakthroughs

The article highlights significant scientific breakthroughs that are reshaping the landscape of embryology. From advancements in *in vitro* fertilization (IVF) techniques to a deeper understanding of embryonic development, researchers are making strides that hold the promise of improving fertility treatments and addressing infertility challenges. The piece emphasizes the importance of staying abreast of these developments to provide the best possible care for individuals and couples struggling with fertility issues.

Intersection of Science

One of the strengths of the article lies in its exploration of the intersection between science and ethics in embryology. It underscores the delicate balance that must be maintained to navigate the complexities of scientific progress while upholding ethical standards. This nuanced approach is crucial for fostering public trust and ensuring that the benefits of scientific advancements are maximized while minimizing potential risks.

Ethical Considerations

In the pursuit of scientific progress, the article does not shy away from addressing the ethical considerations inherent in embryological research. It discusses the evolving ethical paradigms surrounding topics such as gene editing, embryo selection, and the potential for creating designer babies. The article encourages a thoughtful and balanced approach, emphasizing the importance of ethical guidelines to ensure that scientific advancements are made responsibly and with the well-being of individuals and society in mind.

Implications for the Future

The article concludes by discussing the implications of these advancements for the future of reproductive medicine. It suggests that as technology continues to advance, the field of embryology will likely witness even more profound changes. The piece encourages ongoing dialogue among scientists, ethicists, policymakers, and the public to shape the future of embryological research in a way that is both scientifically robust and ethically sound.

Source/Reference : <https://ivf.net/ivf/advancing-frontiers-in-embryology-new-ethical-and-scientific-paradigms-o13253.html>

Correlation between **insecticide exposure** and male infertility

In recent years, concerns about the impact of environmental factors on human health have grown significantly. A groundbreaking new study has shed light on a potential association between insecticide exposure and lower sperm concentration in adult men. This research delves into the intricate relationship between environmental toxins and reproductive health, raising important questions about the long-term consequences of widespread pesticide use.

The Study's Methodology

Conducted by a team of researchers from prominent institutions, the study involved an extensive analysis of data collected from a diverse group of adult men. The participants were chosen from various geographical locations to ensure a comprehensive understanding of the potential effects of insecticide exposure on sperm concentration. The researchers employed advanced statistical models to control for confounding variables, aiming to isolate the impact of insecticide exposure on male reproductive health.

Key Findings

The study's findings reveal a compelling association between insecticide exposure and lower sperm concentration in the male participants. Men with higher levels of exposure to two widely used insecticides, organophosphates and N-methyl carbamates, exhibited a statistically significant decrease in sperm concentration compared to those with lower or no exposure. These results are particularly concerning given the ubiquitous use of insecticides in agriculture and pest control, contributing to a potential widespread health issue that demands attention and further investigation.

Mechanisms at Play

While the study establishes a correlation between insecticide exposure and lower sperm concentration, researchers are keen to understand the underlying mechanisms driving this association. Pesticides, designed to target and eliminate various pests, may inadvertently affect the endocrine system in humans. This disruption could potentially lead to hormonal imbalances, impacting the production and quality of sperm. Further research is needed to elucidate the specific pathways through which insecticides exert their influence on male reproductive health.

Implications for Public Health

The implications of this study extend beyond the confines of the laboratory, reaching into the realm of public health policy. As insecticides continue to be a staple in agriculture and pest management, regulatory bodies and policymakers must take these findings into account. Stricter regulations, safer alternatives, and increased awareness campaigns may be necessary to mitigate the potential risks associated with widespread insecticide use and safeguard male reproductive health.

Protective Measures and Future Research

In the face of these findings, individuals and communities can take proactive measures to minimize exposure to insecticides. Adopting organic farming practices, utilizing natural pest control methods, and advocating for the responsible use of pesticides are crucial steps in reducing environmental toxins. Additionally, the study underscores the need for continued research into the long-term effects of insecticide exposure, including its impact on other aspects of reproductive health and potential consequences for future generations.

As our understanding of the intricate relationship between environmental factors and human health deepens, studies like these play a pivotal role in shaping public awareness and policy. The association between insecticide exposure and lower sperm concentration in adult men serves as a stark reminder of the delicate balance between progress and the unintended consequences of human activities. It is incumbent upon us to heed these warnings, fostering a sustainable environment that prioritizes both agricultural productivity and the well-being of current and future generations.

Source: <https://www.sciencedaily.com/releases/2023/11/231115113928.htm>



HAPPY HOLIDAYS AND A PROSPEROUS NEW YEAR

GREETINGS FROM ESCO MEDICAL

