

# unisharp<sup>®</sup> FIXED

1 ml fixed needle syringe

Available with **27G** and **29G** needles



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Exchange Supplies is a social enterprise established in 2002 to supply products, information, and services to improve and prolong the lives of people who inject drugs.

**Being a social enterprise means that we are principally driven by our health and social objectives which are:**

- reducing the health impacts of injecting drug use;
- developing injecting equipment that causes less harm;
- providing employment and training to people with a history of drug dependence; and
- improving the understanding of injecting drug use.

**We are now happy to be able to introduce syringes with coloured plungers to Australia in partnership with Terumo, who will be distributing our 1ml Unisharp Fixed Needle Syringe to NSPs from the end of November 2017.**

By choosing our products, you are providing high quality injecting equipment, with a proven track record of distribution to injecting drug users, designed to maximise the benefits of service provision, and contributing to the research and development of new products.

I am looking forward to working with harm reduction services in Australia to improve injecting equipment supply, and reduce accidental sharing of syringes.

**Andrew Preston**

Exchange Supplies

November 2017

You can contact me by email: [andrew@exchangesupplies.org](mailto:andrew@exchangesupplies.org)

By phone: 0415 451 905

Or via Facebook: [facebook.com/exchangesupplies.org/](https://facebook.com/exchangesupplies.org/)

## Accidental sharing

In 2004 a video ethnography study of injecting drug use found that a significant cause of sharing was 'accidental sharing' of syringes, particularly where there was:

- shared storage of used injecting equipment;
- collective preparation of drugs for injection; and
- mix ups in injecting environments with multiple syringes/injectors.

This was not caused by lack of knowledge of BBV transmission, or decisions to take risks, but by the fact that all the syringes were identical. This was a risk inherent in the environment, that significantly increased the chances of BBV transmission regardless of the intentions of the injecting drug users. The study found high levels of awareness of the risk, and identified strategies implemented to reduce it but concluded that it would be most effectively reduced by the introduction of clearly visible difference to the syringes.

This problem wasn't confined to the study area (although it was particularly bad there with low coverage) and drug user groups in Australia and elsewhere have confirmed that this is an almost universal issue for injecting drug users who find themselves reusing injecting equipment, even if only occasionally.

Our 1ml Unisharp Fixed Needle Syringes have five different colour plungers to promote syringe recognition, and prevent accidental sharing. The range of colours allows couples to choose a colour that they stick to, and also allows people to collect equipment for use by others that is clearly differentiated.

When encouraged to do this by needle and syringe programme staff it provides a positive way for people to request more equipment for others which increases coverage, and reduces sharing.

Building change into the environment maximises the benefits, and is more likely to reduce sharing than relying on people to mark their injecting equipment to identify it. Having the difference built into the syringes, and not requiring any further action by the user of the syringe maximises the chances of the strategy working.



**Q. Are you encouraging syringe re-use?**

A. No. Single use is definitely the ideal, and all services should endeavour to issue more syringes than people need so that they never have to re-use.

However, syringe re-use is still a regular occurrence, and the coloured syringes endeavour to reduce the risks associated with syringe re-use.

**Q. Won't the colours be more attractive to children?**

A. They may be, but our experience in the UK has been that because of this parents report being extra careful about keeping syringes out of reach of children, and that if discarded in public places, they are more easy to see than 'standard' syringes and therefore get disposed of properly more quickly.

**Q. Why didn't you sell your syringes here sooner?**

A. Australian medical devices are managed by the TGA - we needed to get our manufacturer to invest in TGA registration, which weren't able to do until now.

**Q. At primary NSPs how many colours should we offer people?**

A. People should have more than enough syringes for their own needs, and usually these would be all one colour.

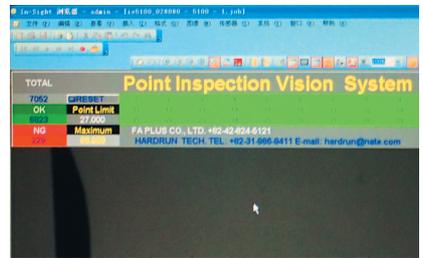
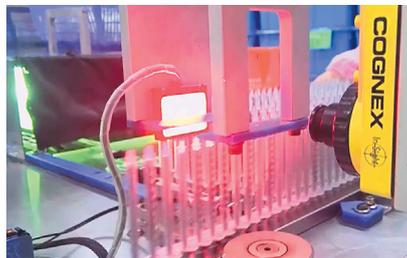
If there is any possibility that others might want to use their syringes, then they should take as many colours as they need - one other colour if there is just two of them, more if they regularly inject with others.

## Quality

We have over 10 years of experience supplying our own brand and proprietary needles and syringes to the harm reduction market. The launch of the 1ml Unisharp Fixed Needle Syringes exceeded our expectations.

Introductions of new syringe can always trigger client concerns and complaints but these have been few with the 1ml Unisharp Fixed Needle Syringe, and since the launch sales have grown organically, and steadily and are now at just under 1 million units per month, giving them an approximately 30% market share of the UK.

Every component of the syringe is inspected by eye before, during, and after assembly by trained personnel.



There are also cameras on the production line that take a digital photograph of every single needle, compare it on the fly with a master image of a perfect needle, checking that the needle is in at a perfect angle, and the point is sharp. If a needle doesn't pass this test, it is ejected from the production line and the materials are recycled.

## Testimonials

We wrote to a few long-standing UK customers buying the 1ml Unisharp Fixed Needle Syringes, as well as Unisharp hypodermic needles, and Total Dose low dead space needles (which are all made in the same manufacturing facility) asking them to summarise their experience. All the customers who have provided testimonials have confirmed that they are happy to be contacted directly by prospective customers in Australia.

**Lorraine Maden: North West and Yorkshire**

lmaden.lifeline@gmail.com

**From:** Lorraine Maden <lmaden.lifeline@gmail.com>**Date:** 1 September 2017 at 06:51:42 BST**To:** Louise Evans <louise@exchangesupplies.org>**Subject: Exchange Supplies Testimonial**

Hi Louise

My name is Lorraine Maden and I worked as a Substance Misuse Pharmacist for North West and Yorkshire for Lifeline. We began distributing the 1ml Unisharp Fixed Needle Syringes, Total Dose needles and 2ml Nevershare syringes to our clients 2015 as part of a NICE recommended pick and mix service.

The response of our clients to the new syringes was very positive across all our services and they continue to be the product of choice.

Quality of the product supplied has been excellent along with the outstanding customer service provided by their team.

I would highly recommend them.

Kind regards

**Lorraine Maden**

Community Substance Misuse Pharmacist North West and Yorkshire

change, grow, live

Please note my usual working days are Wednesday and Thursday.

M: 07809105973

W: [changeGrowLive.org](http://changeGrowLive.org)

## Testimonials

Lucy Wenlock: Solihull

lwenlock@welcome-charity.org.uk



My name is Lucy Wenlock and I work for SIAS as the Needle Exchange Co-ordinator. We have been distributing Exchange Supplies products which including more recently the 1ml Unisharp Fixed Needle Syringes, 2ml Nevershare syringes and Total Dose needles to our clients since 2011.

The response from our clients to the new syringe has been positive and the quality of the products we order has always been second to none. We have been very happy with the working relationship we have developed with Exchange Supplies and wouldn't hesitate in recommending their service and products to anyone.

## Testimonials

Sarah Khalifeh: Tower Hamlets, London  
Sarah.Khalifeh@towerhamlets.gov.uk



2009-2019  
Positive engagement of older people

2009-2019  
Preventing and tackling child poverty

2003-2009  
Winner of 7 previous  
Beacon Awards



POSITIVE ABOUT  
DISABLED PEOPLE



INVESTOR IN PEOPLE

Communities, Localities & Culture

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To whom it may concern,

**Re: Exchange Supplies**

I am a Commissioning and Contracts Officer at the London Borough of Tower Hamlets Drug & Alcohol Action Team.

In my role I am responsible for overseeing the Needle Exchange contract and determining the range of products distributed.

We have been distributing Unisharp fixed needle syringes, 2ml Nevershare syringes and Total dose needles to our clients since 2009.

The range of equipment we use was reviewed in 2015-16 and it was agreed that we would continue using this equipment. We also conducted a short survey in 2015 targeted at pharmacy needle exchange clients for feedback, and received a positive response about the equipment provided.

Sincerely,

Sarah Khalifeh  
Commissioning and Contracts Officer  
Tower Hamlets Drug and Alcohol Action Team

## Testimonials

**Kevin Cundy: Daniels Healthcare**  
Kevin.Cundy@daniels.co.uk

**From:** Kevin Cundy <kevin.cundy@daniels.co.uk>  
**Date:** Monday, 11 September 2017 at 15:29  
**To:** Andrew Preston <andrew@exchangesupplies.org>  
**Subject:** RE: 1ml Unisharp Fixed Needle Syringe

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Dear Andrew

Further to your request for information about how we have found your 1ml Unisharp Fixed Needle Syringes since launch to the harm reduction market, I am writing to confirm that Daniels Healthcare are one of the UK's largest sharps container manufacturing companies, and that we have a division specialising in contract pharmacy NSP pack packing, and that we are also a supplier of equipment to specialist drug services in the harm reduction UK market.

We have stocked the Exchange Supplies 1ml fixed insulin type syringe since its launch, and have supplied it to customers on request since.

All orders for this product range have been delivered on time, and in full. Harm reduction practitioners and service commissioners have been appreciative of the ability the product gives them to address the issue of accidental sharing, and the reports from our customers are of high levels of end user product acceptability, and loyalty once the switch has been made.

If I can be of further assistance, please do not hesitate to get in touch.

Regards

Kevin

**Kevin Cundy**  
Harm Reduction Business Manager  
Daniels Healthcare  
14 Station Approach  
Kidlington  
OX5 1JD





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