

SLS CLIPS

COMPETITIVE SYNTHESIS STUDY

Brand name Product line	History	Characteristics	Strengths	Weakness
TELEFLEX GROUP(USA). 4 Products lines				
WECK EZ LOAD		<ul style="list-style-type: none"> • Titanium clip • Malleable cartridge • Clip maintained at the top of the cartridge by two pins • Sticker 	<ul style="list-style-type: none"> • Easy loading • 2 alternatives to stabilise the cartridge : the sticker to or an heavy base. 	<ul style="list-style-type: none"> • The loading of the clip in the applier is not reliable. • The clip has a tendency to stay in the cartridge. • Need a specific applier.
WECK First generation HEMOCLIP	<ul style="list-style-type: none"> • The first haemostatic clip on the market (1963) created by Dr Samuel 	<ul style="list-style-type: none"> • Chevron shape • Stainless steel clips • Tantalum clips • Titanium clips 	<ul style="list-style-type: none"> • Very well-known trademark (the first). 	<ul style="list-style-type: none"> • Clips easily fall out of the cartridge. • Hard loading of the clip in the applier. • Loss of clips during transportation from the appliers.
PILLING ATRAUCLIP		<ul style="list-style-type: none"> • Globally, same characteristics as HEMOCLIP 		<ul style="list-style-type: none"> • Not anymore very well promoted. • Sales strategy only based on prices

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TELEFLEX GROUP(USA). 4 Products lines				
WECK HORIZON	<ul style="list-style-type: none"> • Company created in 1991. • Bought by TELEFLEX GROUP in 1997. 	<ul style="list-style-type: none"> • Tantalum clips and Titanium clips • Easy loading system. • Sticker. 	<ul style="list-style-type: none"> • The first accurate easy loading system • The first cartridge with sticker. 	<ul style="list-style-type: none"> • Risk after loading on the applier to lose the clips.

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JOHNSON & JOHNSON ETHICON division				
LIGACLIP	<ul style="list-style-type: none"> • Created by CODMAN firm and bought by J&J. 	<ul style="list-style-type: none"> • External striation of the clip. • « U » shape clip. • Flat wire of the clip. 	<ul style="list-style-type: none"> • J&J brand image • Huge sales force 	<ul style="list-style-type: none"> • Tendency of the clip to reopen and slip out of the vessel.