

PROFESSIONAL MEASURING

180 YEARS
since 1844
KERN & SOHN

KERN

WELCOME Medical Scales



YOUR SPEAKER



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MEDICAL SEGMENT



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Area Sales Manager







Ralf Schmieg
Technical Service

AGENDA

1. Special features in medical segment
2. Product portfolio – medical scales
 - Our product portfolio and presentation of the top seller
 - KERN Premium Line
3. Feedback
4. Hands-On – working with Kern scales

TRAINING GOALS

-  Know and understand special features in medical segment
-  Know the difference between the KERN categories from the medical catalogue
-  Have an overview of the medical scales at KERN
-  Know sales arguments for KERN medical scales and be able to apply them in a targeted manner

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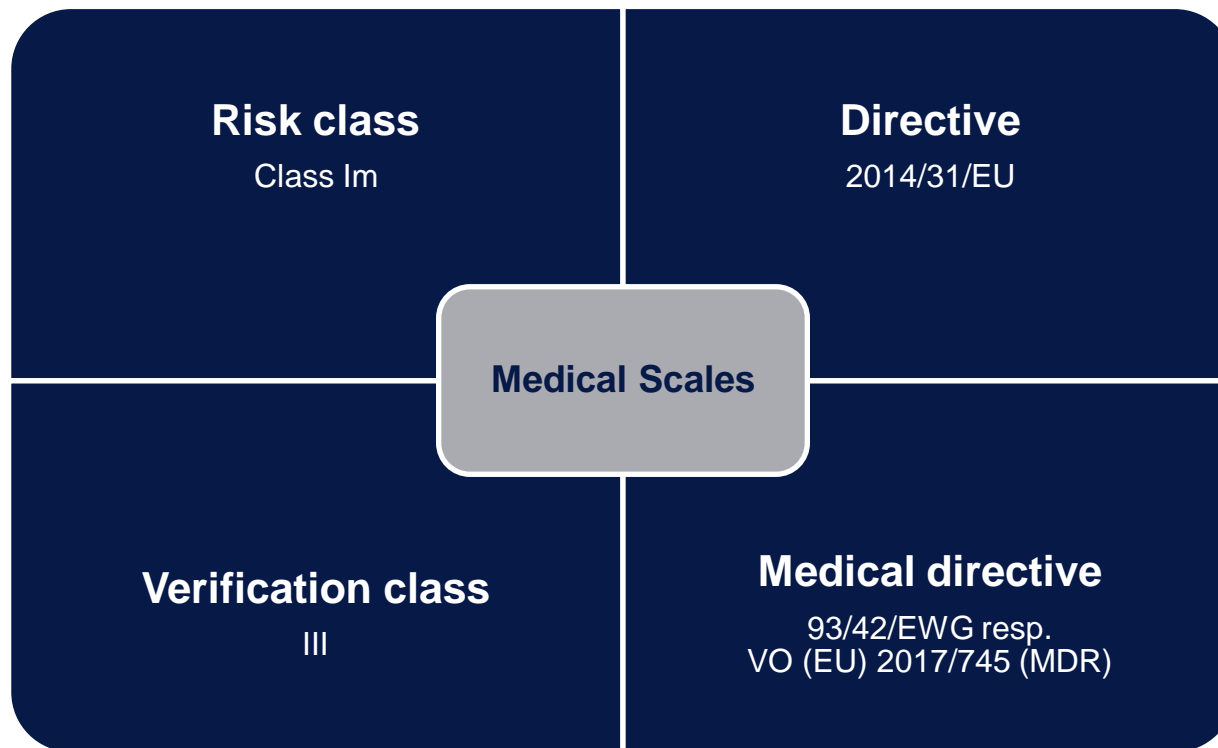
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SPECIAL FEATURES IN MEDICAL SEGMENT

Terms and regulatory requirements



SPECIAL FEATURES



WEIGHING TECHNICAL TERMS - KERN

Model	Weighing range	Readability
	[Max] kg	[d] kg
KERN		
MBC 15K2DM	6 15	0,002 0,005
MBC 15K2DEM	6 15	0,002 0,005
MBC 20K10M	20	0,01
MBC 20K10EM	20	0,01

MBC 15K2DM

- Battery, recharg. Battery and power supply possible
- Batteries **not** included
- Power supply **as standard**

MBC 15K2DEM

- Battery operation provided, recharg. Battery and power supply possible
- Batteries included
- Power supply possible, **not included** as standard



Pictograms:

- For a better understanding of the scale equipment
- are described in detail in the catalogue cover

APPROVED MEDICAL DEVICE

- Certification according to 2014/31/EU and 93/42/EEC
- Verification possible
- Verification class III
- For diagnostic purposes
- Reverification mandatory

Products at KERN:

- Personal scales, chair and wheelchair scales, baby scales, measuring rods

Application area:

- Hospitals, doctors' surgeries, nursing homes, rehabilitation



Wherever a medical action made

PROFESSIONAL CARE

- No certification according to 2014/31/EU and 93/42/EEC
- Not applicable in medicine
- Not for diagnostic purposes
- No medical device

Products at KERN:

- Personal scales, chair and wheelchair scales, organ scale, hand force meter

Application area:

- Retirement homes, private area, sports studio



Wherever **no** medical action is derived

HOME CARE

- No certification according to 2014/31/EU and 93/42/EEC
- Not applicable in medicine
- Not for diagnostic purposes
- No medical device
- Used for self-control only

Products at KERN:

- Bathroom scales, Baby scales, body analysis scale

Application area:

- Private area, gym



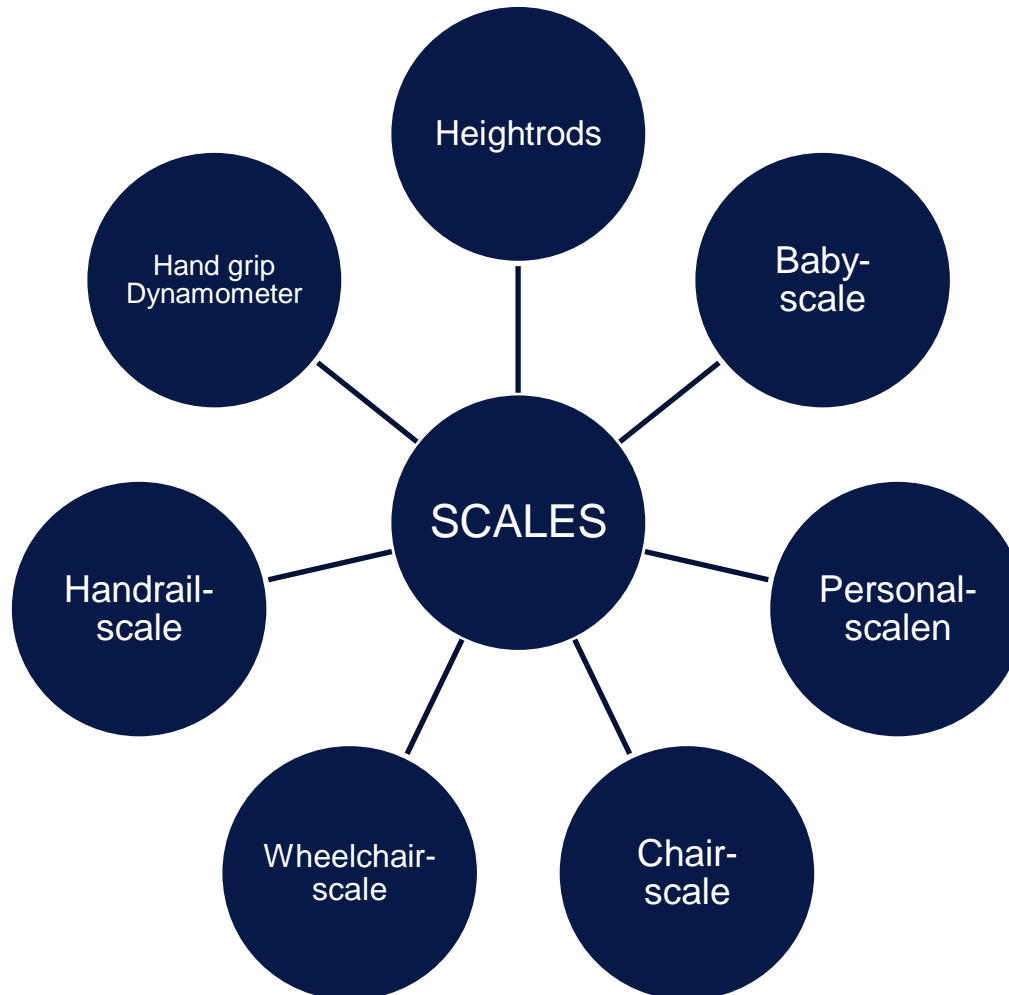
Wherever **no** medical action is derived

PRODUCT PORTFOLIO

Medical Scales



PORTFOLIO OVERVIEW



Height Rods

- Approved Medical Device
- Stand-alone or in combination with a scale
- In cm or inch



MBA-A01

- Measuring range 30-80cm
- For babyscale MBA 10K-3M
- Hygienic and easy to clean

MSB 80

- Measuring range 10-80cm
- Measuring range begins with 0 on the right and left
- Can be taken apart for compact storage

MSC 100

- Measuring range 6,5-100cm
- Stop can be folded for compact storage

MSF 200

- Measuring range 60-205cm
- Can be mounted to MPS-PM and MPB-P or wall-mounted

Baby Scales

- Approved Medical Device and Home Care
- Special functions for neonatology centres
- For hospitals and midwives



MBC

- Bestseller
- Weighing range 15kg or 20kg
- height rod available
- As E-Version available
- Rechargeable battery available



MBA

- Weighing range 15kg
- Safe-Guard tray
- Particularly hygienic
- Readout 0,005kg



MBD

- Especially for midwives
- All needed functions of MBC but no medical directive
- Carrying bag of backpack for mobile use

KERN MBC



- Verification and medical approval
- Special function for neonatology stations, e.g. differential function for calculating weight gain before and after food intake
- Hygienic and easy to clean, as it is made of robust ABS plastic
- Hold function
- MBC-E series, version without power supply
- Optionally with size measuring rod or head and foot stop



Topseller 2023:

MBC 20K10M

KERN MBA



- Baby scale with special safe-guard lying surface
- verification and medical approved
- available with WLAN data interface to transfer the weighing value from the scale to a PC or tablet
- Hold Function
- Batteries included, so the baby scale can be used immediately
- Power supply optionally available



Personal Scales – Approved Medical Device

- Medical device according to 93/42/EWG
- Options with and without column



MPE- HM and -PM

- Bestseller
- HM: integrated height rod second display on the back
- As E-model available



MPD

- Step-on scale
- Easy to use
- As E-model available



MPC and MPC-L

- Up to 250kg and for patients who are in the obese category up 300kg available
- Flexible positioning of display



MPS-M and MPS-PM

- With and without column available
- Terminal with numerical keyboard
- Optional: height rod MSF 200

KERN MPE-PM and MPE-HM



MPE-PM

- Large, non-slip platform for optimum stability
- Data-Hold Function
- Mother-child function
- BMI function
- two rollers for convenient transport of the scale
- RS232 interface

MPE-HM

- Identical in construction to MPE-PM, but with integrated extendable measuring rod, measuring range 88 - 205 cm

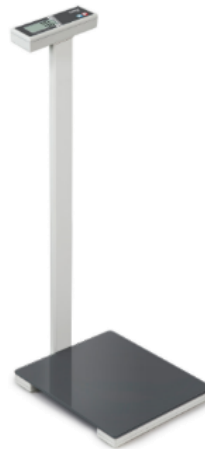
Personal Scales – Professional Care

- Popular in fitness clubs or paramedics
- Easy to use



MPB-M and -PM

- With and without column available
- BMI-Function
- Easy four key operation
- Ergonomic display
- Accessories: MSF 200



MPK/MPL

- Sturdy glass weighing plate
- MPL: tare and BMI function
- Especially for fitness clubs
- Design packaging



MPI

- Price advantage in set of 5
- Handle for carrying the scale

Personal Scales – Home Care

- For private use
- Delivered in a set of 5 and individually
- Delivered in design packaging



MGC

- Only mechanical scale
- Clear circular scale which is easy to read



MFB

- Body analysis scale
- Memory for up to 10 people
- Body fat, body water, muscle mass



MGD

- As L-Version up to 250kg
- Flat design

Wheelchair scales

- Approved Medical device and Professional Care
- Optional handrail set



MWS and MWS-L

- weighing range up to 300kg and 400kg
- As L-Version up to 300kg for stretchers
- Two practical rollers



MWA and -PM

- With (PM) and without rail
- Optional with folding patient seat
- Access ramps and handrail can be folded up quickly



MWB

- Professional Care
- Easy to transport thanks to the two rollers
- Can also be used for laundry trolley

KERN MWS and MWS-L



MWS

- Large steel weighing plate with non-slip surface
- Low platform height
- Two integrated drive-up ramps for easy drive-up
- Hold Function
- PRE-TARE function for 5 weight values
- BMI function
- Scale can be conveniently transported thanks to 2 rollers and a handle and stowed away in a space-saving manner



MWS-L

- Extra large dimensions for transport tables

Chairscales

- Approved Medical device and Professional Care
- With two and four flexible wheels



MCB

- Up to 300kg
- Wide seat
- Terminal with numerical keyboard
- Four flexible wheels



MCC

- Up to 250kg
- Bestseller
- Two flexible wheels



MCD

- Professional Care
- Up to 300kg

KERN MCC



- Parking brakes on two wheels
- Two steerable rollers, 2 "fixed"
- BMI and Hold function
- Weighing in the obese range up to 250 kg
- Fold-down armrests and footrests
- Ergonomically arranged handles
- AC adapter as standard

Handrail scale

- Approved Medical device



MTA

- Up to 400kg
- Support structure for fragile and weak patients
- Large surface

Digital hand grip dynamometer

- Professional Care
- Delivered with stable case for safe and easy transport



MAP

- Four measuring methods
- Exchangeable springs
- Used in rehabilitation centres

KERN MAP



- Hand force meter e.B. for rehabilitation treatments after accidents
- Four-measurement modes:
 - Real-time mode: directly displays current force
 - Maximum force
 - Average-mode
 - Counting mode
- Suitable for showing reduced hand forces, e.g. in case of malnutrition
- Kg and lb possible
- Available in three different versions (varies in spring sets)

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KERN PREMIUM LINE





MCN 200K-1M

**KERN
Premium
Line**



MPN 200K-1PM



MPN 200K-1HM



MPN 300K-1LM

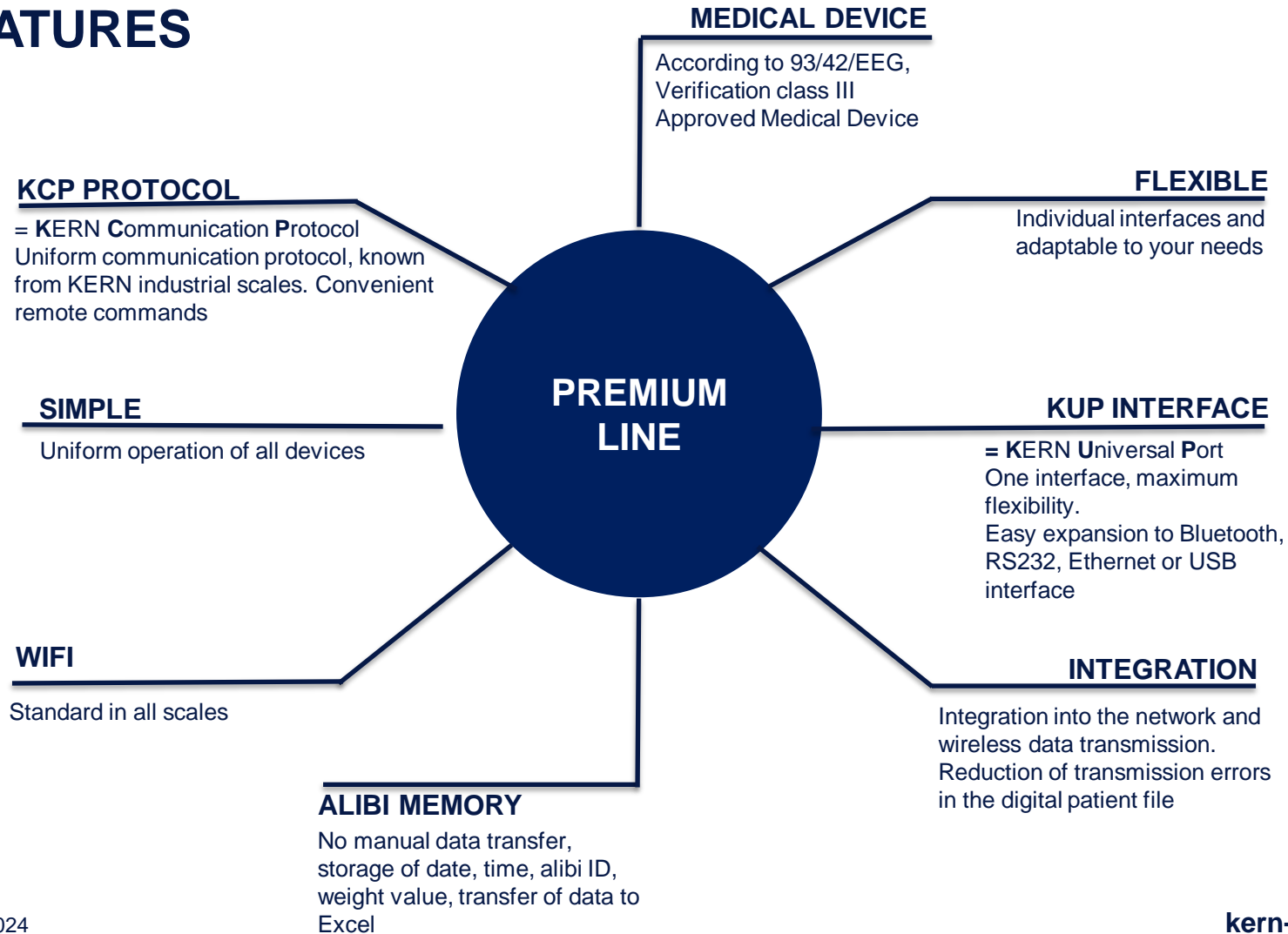


MPN 200K-1M



MWN 300K-100M

FEATURES



NEW PICTOGRAMS



STANDARD:

- KUP Interface → KERN Universal Port: individual interfaces
- Wi-Fi: Wireless data transmission
- KCP Protocol → KERN Communication Protocol: Sends weighing values via remote control commands
- GLP Printer → Prints data with date and time

OPTION:

- RS232
- USB
- Bluetooth
- Rechargeable battery pack

FACTORY:

- ALIBI Memory: Archives weighing results with exact ID (time, date, gross/net weight)

MPN 200K-1HM



- Column scale with extended measuring range:
 - 3-80cm
 - 89-205cm
- Known functions of MPE
- Weighing range up to 250kg
- Mains and battery operation possible, battery operation optional
- Optimized battery compartment

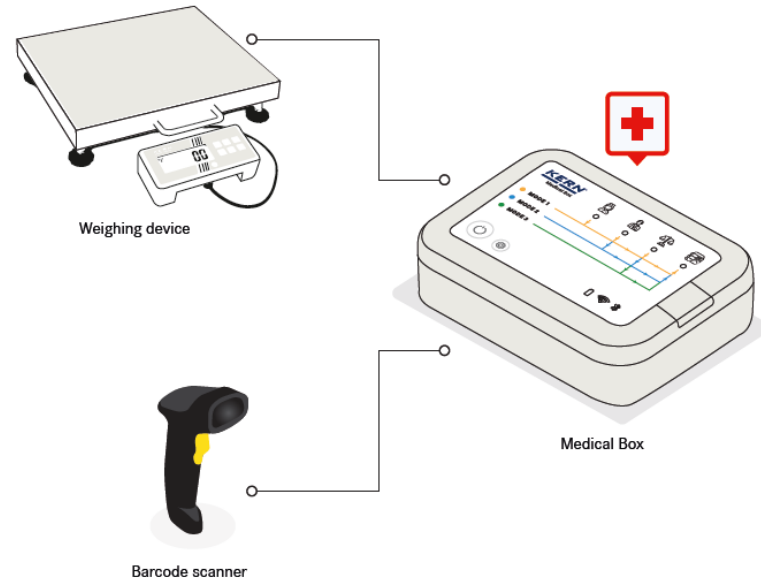
SALES ARGUMENTS

- **Timesaving:** Immediate access to the data, manual and time-consuming maintenance of the data is eliminated
- **Error reduction:** Due to the automatic data transfer, no manual errors can happen
- **Flexibility:** Thanks to the "KERN Universal Port" (KUP), the scales offer maximum flexibility and customizability at interfaces such as RS232, USB, Bluetooth or Ethernet – easily retrofittable without verification
- **Standardized:** WIFI already installed as standard in all scales
- **Alibi Memory:** Security and traceability of data
- **Documentation:** Date, time, alibi ID, weight value → Send everything with the push of a button
- **Your choice:** Software-independent and without hidden costs

KERN®

DEVELOPMENT WITH EASY TOUCH

KERN Set-19 EasyTouch Medical



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QUESTIONS?



Fairs 2024

Exposanità, Bologna: 17.-19.04.2024



SanteExpo, Paris: 21.-23.05.2024



Medica, Düsseldorf: 11.-14.11.2024



FEEDBACK

Useful
additions to the
product range?

High End
Performer

Potential for
improvement?

Customer
feedback?

What is the
experience with
our products?

Competitive
advantage?

What has
always had to
have been
said...

Weak points?

Presentation?

Strengths

HANDS ON

Enough theory – learning by doing!

Test the scales and take on the tasks!

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THANK YOU FOR YOUR ATTENTION

