

Support for life at Oxygen Care

Oxygen Care is proud to be celebrating 50 years in business supporting the Irish medical device sector. When Patrick Moran founded the business, he was soon followed by his son David who recalls that back in 1972, establishing Oxygen Care from the ground up presented two distinct challenges. Firstly, introducing new and ever-advancing medical devices from the US to the Irish marketplace and secondly, formulating a country-wide technical support for our hospitals. In those developing years, equipment selection was the choice of the Consultant taking up a newly established post and all that entails. Thus, a soundly based service support was critical, though very much in the background. David recollects: "Ireland at this time was most privileged to have the expertise and enthusiasm of Charlie O'Neill, the first medical engineer in Baggot Street Hospital, Dublin, who was formulating a technical support programme for medical equipment across eight Dublin hospitals. We had many a discussion with Charlie as to how we would take such a concept country-wide and considered carefully how this could work. Getting it right with engineer support, spare parts stocking, training and tracking were the sound foundations for a newly emerging medical devices supply business". Oxygen Care's market entry product was the infant incubator with suction and oxygen therapy equipment and anaesthetic machines soon following. As technology evolved, the product portfolio expanded over the years to include monitoring, ventilation, defibrillators, ultrasound and Healthcare IT. The day-to-day focus remains supporting high-quality innovative solutions that save lives. There were of course many milestones along the journey, notably:

1982 Karl Goulding joined the company and the rest, we say, is history! He played an instrumental part in the growth and success of Oxygen Care during his forty years from working in stores and technical services to leading the business as General Manager and Managing Director up to his retirement in April 2022. His noteworthy contribution to the BEAI as former Vice-Chair and to the medical device sector in Ireland made a significant impact.

1986 saw further growth in the Product Support Department with Andie Healy joining followed by Bill Marnane the following year.

1993 celebrated 21 years successful trading - an achievement that Paddy was so proud of, though sadly he passed away in December that same year.

1994 saw the establishment of a dedicated sales department with the arrival of Paul Cusack.

1997 it was announced that the Finnish company Instrumentarium Corporation acquired two of Ohmeda's largest businesses (patient monitoring and anaesthesia delivery systems). Oxygen Care was already supplying Ohmeda products but it was unsure how this would play out in the Irish market. After much negotiation,



David Moran (2nd from left), Michael Woods, Minister for Health (r) 1979-1982

Oxygen Care retained its status of exclusive distributor throughout Ireland for monitoring and anaesthesia products. This is how the business in Belfast came to be an integral part of Oxygen Care.

2009 moved to a newly acquired facility in Kilmacanogue, Co. Wicklow. Little did we know that just over a decade later, the team and product portfolio that was strategically built up to that point enabled the entire company to answer the call of our much-valued customers in the Irish health service for life saving equipment during the Covid pandemic.

With David's son Maurice now Managing Director, leadership has passed on to bring the business into the next generation. We can but imagine if Paddy could have foreseen what would become of those early business decisions. He would be most proud that his vision has been more than realised and the onward journey continues.



Karl Goulding (former MD) with Maurice Moran MD, 2022



Andie Healy, Karl Goulding, 1997



David Moran, Richard Smith and Bill Marnane 1997