

# Product Categories

## Alphabetic

When you want to find the product category ECRI uses to classify a particular medical device, start in this section. After you find the relevant product category(s), turn to Section B — Product Listings for a complete list of suppliers for each product.

The *Health Devices Sourcebook* uses ECRI's Universal Medical Device Nomenclature System™ (UMDNS™) to categorize medical devices. UMDNS is the international standard controlled vocabulary for medical device classification used in regulatory and procurement systems worldwide. (ECRI is a World Health Organization [WHO] Collaborating Center for Information Transfer on Medical Devices and a participant in the Medical Device Global Harmonization Task Force.) UMDNS is one of the source vocabularies being used to produce the Global Medical Device Nomenclature under development by the European standards organization, CEN. The nomenclature has been translated into many languages, is incorporated into the largest device-related databases in the world, and is in use in thousands of institutions worldwide. It includes all medical devices and materials, as well as clinical laboratory equipment and reagents, selected hospital furniture, casework, systems, and instruments used to test clinical equipment. The U.S. National Library of Medicine uses UMDNS to index selected healthcare technology

assessment literature and incorporates UMDNS concepts into its Unified Medical Language System (UMLS).

ECRI updates UMDNS on a daily basis. See “About the *Health Devices Sourcebook*” at the front of the book for information on licensing UMDNS.

Following each product category is a unique five-digit Universal Medical Device Code (UMDC) number. You can use these numbers to establish literature filing and computer-based data retrieval systems. UMDC numbers can be used for computer-based inventories and on purchase requisitions to obtain quotations from all qualified suppliers. For help in back-referencing, check Section K — Numerical Listings, Product Categories.

**“See” References:** If the product name you’re using doesn’t match the *Sourcebook*’s, you’ll almost certainly find a cross-reference indicated after “see.”

**“See Also” References:** Look for “see also” references, too; you will be shown terms that may be even more appropriate for your needs.

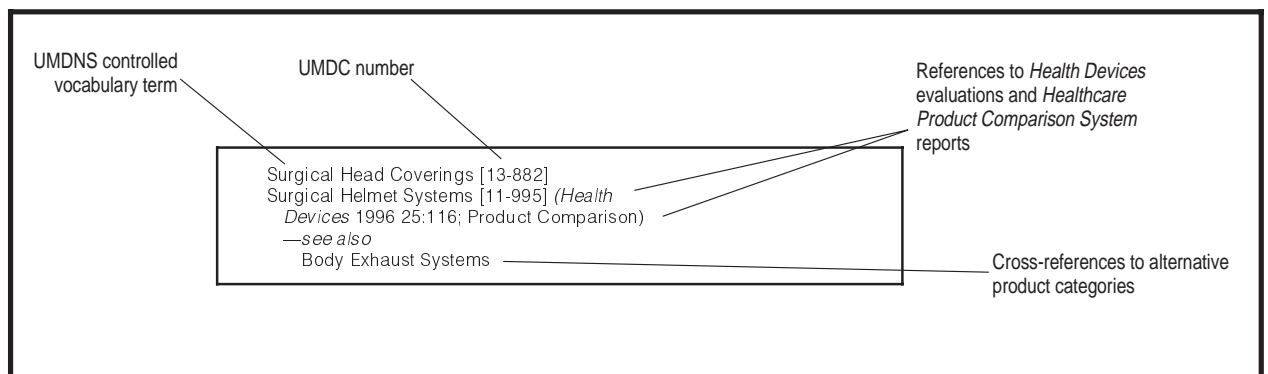
**“Use More Specific Term” References:** If your term is too general, you’ll find a number of more specific terms listed under this reference.

**“Health Devices” and “Product Comparison” References:** When a brand-name evaluation of a particular class of device has been published in ECRI’s

monthly journal, *Health Devices*, the volume, page number, and year of publication are included in the *Sourcebook*. A reference to a *Health Devices* evaluation does not imply that all of the suppliers listed for that product were included in the report or that the models evaluated are still current. However, each *Health Devices* evaluation includes clinical and technical background information, guidance material, and criteria and test methods that can be applied to models not evaluated, even if the ratings cannot be used directly.

Members of the Health Devices System are welcome to call ECRI to determine whether we have more current information on any products. Those who do not have the referenced issues of *Health Devices* may purchase them from ECRI’s circulation department. A complete index to *Health Devices* is available on request.

A reference to a “Product Comparison” for some devices indicates that a description of that technology and a chart containing suppliers’ specifications for current models of that device are available in one of ECRI’s *Healthcare Product Comparison System (HPCS)* reports. Contact ECRI’s circulation department for more information on *HPCS* and the availability of individual Product Comparison reports. A complete index to *HPCS* is available on request.



## ■ HOW TO USE

# Product Categories

## By Specialty

Devices listed in this section are arranged by major clinical specialty (and according to certain areas of the hospital). A number of devices are listed under more than one specialty as an aid in planning and equipping specific areas of the hospital.

The *Health Devices Sourcebook* uses ECRI's Universal Medical Device Nomenclature System™ (UMDNS™) to categorize medical devices. UMDNS is the international standard controlled vocabulary for medical device classification used in regulatory and procurement systems worldwide. (ECRI is a World Health Organization [WHO] Collaborating Center for Information Transfer on Medical Devices and a participant in the Medical Device Global Harmonization Task Force.) UMDNS is one of the source vocabularies being used to produce the Global Medical Device Nomenclature under development by the European standards organization, CEN. The nomenclature has been translated into many languages, is incorporated into the largest device-related databases in the world, and is in use in thousands of institutions worldwide. It includes all medical devices and materials, as well as clinical laboratory equipment and reagents, selected hospital furniture, casework, systems, and instruments used to test clinical equipment. The U.S. National Library of Medicine uses UMDNS to index selected healthcare technology assessment literature and incorporates UMDNS concepts into its Unified Medical Language System (UMLS).

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**"Health Devices" and "Product Comparison" References:** When a brand-name evaluation of a particular class of device has been published in ECRI's monthly journal, *Health Devices*, the volume, page number, and year of publication are included in the *Sourcebook*. A reference to a *Health Devices* evaluation does not imply that all of the suppliers listed for that product were included in the report or that the models evaluated are still current. However, each *Health Devices* evaluation includes clinical and technical background information, guidance material, and criteria and test methods that can be applied to models not evaluated, even if the ratings cannot be used directly.

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*Product Comparison System (HPCS)* reports. Contact ECRI's circulation department for more information on *HPCS* and the availability of individual Product Comparison reports. A complete index to *HPCS* is available on request.

### Devices are listed under the following clinical specialties:

Anesthesiology  
Cardiology  
Cardiothoracic Surgery  
Clinical Engineering  
Clinical Laboratory  
Dentistry  
Emergency Medicine  
Gastroenterology  
Gynecology  
Health Facility  
Home Care  
Implants  
Intensive Care Unit  
Internal Medicine  
Materials Management  
Nephrology  
Neurology  
Neurosurgery  
Nursing Services  
Obstetrics  
Ophthalmology  
Orthopedics  
Otolaryngology  
Pathology  
Pediatrics  
Physical Medicine  
Proctology  
Pulmonary Medicine  
Radiology  
Surgery  
Urology

UMDNS controlled vocabulary term

### Gastroenterology

Absorbents, Infectious Waste [17-803]  
Anastomosis Couplers, Gastrointestinal [18-135]  
Anoscopes [10-156]  
Aspirators, Low-Volume [10-215] (*Health Devices* 1971-72 1:176)  
Aspirators, Ultrasonic [15-756] (Product Comparison)

UMDC number

References to *Health Devices* evaluations and *Healthcare Product Comparison System* reports

## ■ HOW TO USE

# Product Listings

This section lists the manufacturers, distributors, importers, and exporters for each product category.

The Product Listings section repeats Section A — Product Categories, Alphabetic and all its cross-references, but adds a list of suppliers and their addresses and phone numbers for each category, along with typical equipment prices. Toll-free telephone numbers are provided when available.

Each company is assigned a unique six-digit code, indicated in brackets (e.g., [102093]). To find out which of the companies listed are manufacturers, distributors, importers, or exporters, and to obtain more company information, turn to Section D — Manufacturers' Product Lines, and look up each supplier of interest.

**“See” References:** If the product name you're using doesn't match the *Sourcebook's*, you'll almost certainly find a cross-reference indicated after “see.”

**“See Also” References:** Look for “see also” references, too; you will be shown terms that may be even more appropriate for your needs.

### “Use More Specific Term”

**References:** If your term is too general, you'll find a number of more specific terms listed under this reference.

**“Health Devices” and “Product Comparison” References:** When a brand-name evaluation of a particular class of device has been published in ECRI's monthly journal, *Health Devices*, the volume, page number, and year of publication are included in the *Sourcebook*. A reference to a *Health*

*Devices* evaluation does not imply that all of the suppliers listed for that product were included in the report or that the models evaluated are still current. However, each *Health Devices* evaluation includes clinical and technical background information, guidance material, and criteria and test methods that can be applied to models not evaluated, even if the ratings cannot be used directly.

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For some Product Categories, there are **no United States or Canadian manufacturers listed**. These products include those that represent the following:

1. Emerging technologies (e.g., the device may not yet have premarket approval from the U.S. Food and Drug Administration to be sold in the United States)

2. Obsolete technologies not currently marketed in the United States or Canada
3. Customized devices not currently marketed in the United States or Canada (e.g., devices devised and used by clinicians to solve patient-specific clinical problems)
4. Devices that are approved or cleared for sale in the United States but are currently marketed only by companies in countries outside the United States

We never list suppliers for Product Categories that have the note “Category Expanded Below”; we list the suppliers of these devices under the more specific product listing below these categories.

**Capital Equipment Pricing:** We have provided typical prices for many categories of capital equipment and other devices (\$500 and over) for your planning and budgeting needs. Some of this information is taken from ECRI's in-house information resources; some is provided by suppliers. All typical prices should be regarded as estimates only. Wide price ranges may be due to varying sizes of different manufacturers' systems (e.g., nurse call systems vary greatly); differences in sophistication (e.g., manual versus automatic equipment); inclusion or exclusion of various options, accessories, or features; or variations in installation costs. Calls to several suppliers may be necessary to provide better budgetary estimates; **if you are a member of ECRI's SELECT™ Program, call ECRI for budgetary estimates.**

**Note:** Please refer to the article “New Medical Equipment: Selection and Acquisition” at the front of the book for more information on buying new medical equipment.

The diagram shows a sample product listing entry within a rectangular box. Callouts with lines pointing to specific parts of the entry explain their meaning:

- UMDNS controlled vocabulary term:** Points to the product name and code: **Anesthesia Units [10-134]**.
- UMDC number:** Points to the code in brackets: **[10-134]**.
- Typical price ranges for capital equipment:** Points to the price information: **Typical Price: \$6,200-77,950**.
- Convenient address and telephone information for quick access:** Points to the supplier's contact details: **ARMS [347236] 555 North Ln Suite 5001, Conshohocken, PA 19428; (800) 635-5080** and **Bell Medical [185729] 1728 Macklind Ave, St Louis, MO 63110; (800) 875-2355**.

The listing text itself is as follows:  
**Anesthesia Units [10-134] (*Health Devices* 1980 10:31; 1988 17:3; 1996 25:158; 1998 27:4U; Product Comparison)**  
**Typical Price: \$6,200-77,950**  
ARMS [347236] 555 North Ln Suite 5001, Conshohocken, PA 19428; (800) 635-5080  
Bell Medical [185729] 1728 Macklind Ave, St Louis, MO 63110; (800) 875-2355

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# Trade Names

When all you know is the brand name of a device and you're not sure which supplier sells it, check this section.

The trade names are listed alphabetically followed by the name of the supplier.

When you've found the supplier for a trade name of interest, turn to Section D — Manufacturers' Product Lines for complete information on that supplier.

You may find a trade name listed for more than one supplier because the same trade name can legally be registered by a number of suppliers. There may also be duplicate listings for a trade name in instances where both a manufacturer and its exclusive distributor claim the name or where it is listed for more than one division of a company.

Aerofit	— Thomas Fetterman Inc Performance Crutch Tips [108012]
Aerofix	— Wescor Inc [102333]
AeroGear	— Monaghan Medical Corp [103171]
AeroGrip	— Porex Scientific Inc Div Porex Corp [161635]

Trade/Brand Name

Supplier

Unique company number  
(six-digit code)

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# Manufacturers' Product Lines

This section contains complete addresses, local and toll-free telephone numbers, fax numbers, and profiles of medical device manufacturers, distributors, importers, and exporters. Each company is assigned a six-digit code, shown in brackets (e.g., [102093]).

- 1. World Wide Web site URLs and e-mail addresses:** These locators are listed for Internet and other computerized network access to many companies.
- 2. Products formerly sold under:** Listed when a company's products were formerly sold under other company names because of company name changes or because of the transfer of product line rights.
- 3. Company type:** Companies can be designated as manufacturers, distributors, importers, exporters, and/or servicers. If a company leases its equipment, this information is also shown. (If a company is designated as a servicer, an additional listing for the company will be found in Section G — Service Company Profiles.)
- 4. Federal procurement eligibility information:** Some companies are entitled to federal procurement
- 5. Methods of distribution information:** Indicates whether sales are direct, through dealers, and/or through manufacturer representatives.
- 6. Geographical Areas Served:** The geographical areas to which the company sells.
- 7. Ownership type:** Indicates whether a company is publicly or privately owned.
- 8. Year started:** The date that the business was established.
- 9. Quality system registration:** ISO-9000 Series quality system registration.
- 10. Owned by** (not shown below): Lists the name and address of the parent/holding company where applicable.
- 11. Total sales:** The annual sales figure for the company.
- 12. Fiscal year:** The beginning and ending months of the fiscal year.
- 13. Total no. of employees:** The number of people employed at the facility.
- 14. No. of salespeople:** The number of salespeople for the company. (There may be more salespeople than total employees.)
- 15. Contacts:** List of executives and other company representatives with their titles and available e-mail addresses.
- 16. Subsidiaries, divisions, or affiliates** (not shown below): Listed when a medical device company owns or is affiliated with other companies that also sell medical devices.
- 17. Products:** Product categories of devices sold as *new* are listed. Products listed are from ECRI's UMDNS. See "About the *Health Devices Sourcebook*" at the front of the book for more information on UMDNS.

**Company Name Changes:** Original company names point to new names, which are assigned new company codes.

**Parent/Holding Companies:** Companies worldwide that own or are affiliated with medical device companies are listed, pointing you to subsidiaries, divisions, or affiliates.

<p><b>Fischer Imaging Corp [101269]</b>          12300 N Grant St, Denver, CO 80241-3120          (303) 452-6800 (800) 825-8434          Fax (303) 450-4335          Web site: <a href="http://www.fischerimaging.com">http://www.fischerimaging.com</a>          E-mail: <a href="mailto:information@fischerimaging.com">information@fischerimaging.com</a></p> <p>2 Products formerly sold under:          RMS Div Fischer Imaging Corp [107152]          H G Fischer Inc [109250]          Machlett Div Fischer Imaging Corp [136787]          Bloom Electrophysiology Div Fischer Imaging Corp [176847]          Raytheon Medical Systems Div Fischer Imaging Corp [101631]          Bloom Assoc Ltd [105642]          Amrad [105263]          Raytheon Nuclear Diagnostic [109306]</p> <p>3 Company is a manufacturer, distributor, importer, and exporter</p> <p>4 Eligible for VA and GSA contracts</p> <p>5 Sells directly and through dealers</p> <p>6 Geographical Areas Served: United States</p> <p>7 Publicly owned</p> <p>8 Year started: 1910</p> <p>9 Quality system registration: ISO-9001</p> <p>11 Total sales: \$78,000,000</p> <p>12 Fiscal year: January-December</p> <p>13 Total no. of employees: 500</p> <p>14 No. of salespeople: 25</p> <p>15 CEO: Morgan Niels, Chairman of the Board          E-mail: <a href="mailto:mniels@fischerimaging.com">mniels@fischerimaging.com</a>          CFO: James Newcomb, Vice President Finance          E-mail: <a href="mailto:jnewcomb@fischerimaging.com">jnewcomb@fischerimaging.com</a>          Mktg.: Anthony DeCarolis, Vice President Marketing and Sales          E-mail: <a href="mailto:adecarolis@fischerimaging.com">adecarolis@fischerimaging.com</a>          Human Res.: Carla Wolin, Vice President Administration          E-mail: <a href="mailto:cwolin@fischerimaging.com">cwolin@fischerimaging.com</a></p>	<p>Res. &amp; Dev.: Michael Tesic, Vice President Engineering          E-mail: <a href="mailto:mtesic@fischerimaging.com">mtesic@fischerimaging.com</a>          Qual. Assur.: Samuella Emrich, Quality/Regulatory Affairs Director          E-mail: <a href="mailto:semrich@fischerimaging.com">semrich@fischerimaging.com</a>          Reg. Affairs: Samuella Emrich          Intl. Contact: Anthony DeCarolis</p> <p>17 Report device problems or incidents to: Samuella Emrich          Quality/Regulatory Affairs Director</p> <p>Cables/Leads, Other [16-316]          Cameras, Radiographic Photospot [16-418]          Collimators, Radiographic [16-389]          Computers, Cardiac Catheterization Laboratory [10-980]          Digital Angiography Systems [16-560]</p>
<p><b>Company Name Change:</b></p> <div style="border: 1px solid black; padding: 5px;"> <p><b>AECL Medical [101019]</b>              —see Theratronics International Ltd [107122]</p> </div>	
<p><b>Parent/Holding Company:</b></p> <div style="border: 1px solid black; padding: 5px;"> <p><b>Bayer AG [140715]</b>              —see subsidiaries, divisions, or affiliates:              Bayer Corp Agfa Div Technical Imaging Systems [223459]              Bayer Corp Diagnostics Div [223454]              Bayer Corp Pharmaceutical Div [223456]              Cinerex Imaging Systems Agfa Div Bayer Corp [104607]</p> </div>	

## ■ HOW TO USE

# Equipment Services

This section allows you to look up service companies by type of medical equipment serviced, as well as by type of services provided. In the *Health Devices Sourcebook*, service companies are defined as those companies whose listed medical equipment services include some or all of the following: buys used, calibrates test equipment, leases, provides staff (i.e., provides the services of

specialists such as respiratory therapists or those trained in state-of-the-art equipment), repairs/maintains/tests, reconditions/rebuilds, sells parts, and sells used. Entries are arranged by equipment category (e.g., anesthesia) and within a category by type of service (e.g., buys used). Within the type of service, entries are sorted by state, territory, or province and postal

code. The geographic area serviced is provided under each company listed.

When you've found companies for an equipment and service type, turn to Section G — Service Company Profiles for complete information on that company. For a list of maintenance insurance companies, see the "How to Use" page in front of Section G — Service Company Profiles.

### Companies are listed under the following medical equipment categories:

Ambulance  
Anesthesia  
Cardiology  
Central Supply  
Clinical Engineering  
Clinical Laboratory  
Communications  
Computed Tomography (CT)  
Dental  
Dialysis  
Endoscopy  
Facilities Engineering  
General Operating Room (OR)  
General Patient Care  
Home Care  
Infection Control  
Information Systems  
Infusion Therapy  
Lasers  
Lithotripsy  
Magnetic Resonance Imaging (MRI)

Microscopy  
Mobile Facilities  
Neonatology  
Neurology  
Nuclear Medicine  
Obstetrics/Gynecology  
Ophthalmology  
Optometry  
Orthopedics  
Otorhinolaryngology  
Patient Monitoring  
Pharmacy  
Physical Therapy  
Radiation Therapy/Oncology  
Radiology  
Rehabilitation  
Respiratory/Pulmonary  
Surgical  
Thermography  
Ultrasound

### The following service types are used to list companies:

Buys Used  
Calibrates Test Equipment  
Leases  
Provides Staff  
Reconditions/Rebuilds (Federally Registered)  
Repairs/Maintains/Tests  
Sells Parts  
Sells Used

**Note:** Please refer to the article "Used Equipment: Buying and Selling" at the front of the book for more information on procuring used equipment.

### Dialysis

Service type

State, territory, or province

**Buy Used**

**Arizona**

Continental Medical Exchange Corp [232277]  
Scottsdale, AZ 85258  
*Service Area:* Africa, Asia, Europe, South America, United States.

**California**

Lifecare International Inc [108039]  
Whittier, CA 90607  
*Service Area:* Worldwide.

TS Medical Resource Systems Inc [106205]  
Northridge, CA 91324-3507  
*Service Area:* Canada, China, Europe, Mexico, Philippines, South America, United States: Western States.

Unitech Business Systems Medical Equipment Div [178585]  
Woodland Hills, CA 91367  
*Service Area:* United States.

Whittemore Enterprises [106117]  
Rancho Cucamonga, CA 91730-4802  
*Service Area:* Central America, Czechoslovakia, England, Mexico, Philippines, Russia, South America, United States.

Medical equipment category

Geographic areas served

## ■ HOW TO USE

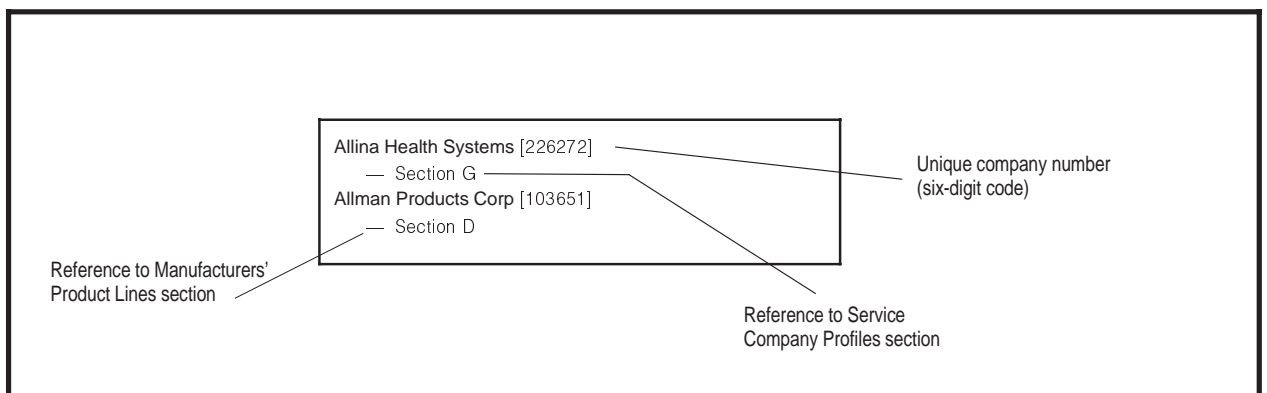
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# Master Company List

If you have a company in mind but are not sure where in this directory to look, check this section first.

Every manufacturer, distributor, importer, exporter, and service company in this directory is listed here — even parent companies (companies that may not directly sell or service medical devices but that own or are affiliated with medical device companies) and name changes of companies. Each company is assigned a unique six-digit code, indicated in brackets (e.g., [102093]). Each subsidiary, division, or affiliate of a company is given its own listing and assigned a separate code.

You will be referred to either Section D — Manufacturers' Product Lines and/or Section G — Service Company Profiles for all the information you need on a particular company. Some companies appear in both Sections D and G because they are considered to be both manufacturers and service companies. See Section D — Manufacturers' Product Lines and Section G — Service Company Profiles for detailed explanations of the types of companies in each section.



## ■ HOW TO USE

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# Executive Contacts

When you have the name of a contact person in the medical device industry, but need to track his/her most recent affiliation, check this section. Look up names of executives and other personnel by last name. This listing indicates the name of the company and the section of the *Sourcebook* where the company can be found (Section D — Manufacturers' Product Lines or Section G — Service Company Profiles). Contacts may be listed more than once if affiliated with more than one company or division of a company.

