

DOT medbusinessSM

OCTOBER 2007

Market Intelligence on New and Used Equipment & Parts from www.DOTmed.com

NEWS

PARTS

We put it all together



PLUS

Injectors

Anesthesia

Stress Test

Linear Accelerators/
Simulators



ALSO: SonoWorld.com • ASTRO 2007 • Blue Book

Stress Testing Equipment Sales & Service Companies



Reconditioned Equipment an Important and Cost Effective Diagnostic Tool

By Joan Trombetti



Monitoring a patient undergoing a stress test.

Exercise stress testing provides a controlled environment for observing the effects of increases in the myocardial demand for oxygen. A significant fixed stenoses (a constriction or narrowing of a duct or passage) from coronary artery disease results in electrocardiographic (ECG) evidence of ischemia, a restriction in blood supply generally due to problems in the blood vessels. The usual result: damage or dysfunction of tissue.

Stress Testing Equipment Today

The primary equipment required for an exercise stress test includes a treadmill or bicycle ergometer and a monitoring device. Currently, most of this equipment is referred to as stress testing systems. The newer the system, the more specialized features it will have. Stress testing systems are all designed to control the speed and elevation of the treadmill or bicycle using standard or custom protocols. The newer models have improved hardware, software and a variety of reports, the ability to export data, electronic records and clinical measurement tools. Older treadmills have analog interface communications, while the newer units are digital. Most systems can be interfaced to an imaging device. As always, equipment costs vary depending on whether it's new or refurbished.

Stress Testing Systems On The Market

There are a variety of different brands of stress testing systems available, though economics suggest the most cost effective ones are reconditioned. Provided the reconditioned systems come from a reputable company, buyers can potentially save as much as half of the price of a new one.

Joe Murray, president of Medeco, Inc., Boise ID, (a DOTmed user since 2003), sells quality, patient ready used, refurbished and new medical equipment—including stress test systems. “Hospitals represent about half of our sales, with clinics, private physicians and rehab centers accounting for the rest,” he says. Medeco markets GE/Marquette, Quinton and Nasiff cardio stress test systems with Murray casting his vote for GE and Quinton as the industry leaders. Cardiac Science owns both Quinton and another brand, Burdick, which, Murray says, “we occasionally service but don’t sell.”

According to Murray, Nasiff equipment is among the best. Medeco, Inc. sells Nasiff systems because, Murray says, “we wanted a state-of-the-art ‘Windows’ system that we could sell at a price of a top end, reconditioned system.” Murray believes that Nasiff and Associates are the pioneers of PC based monitoring and stress systems. “We bundle their Cardio Soft software with name brand hardware, a hospital grade isolation transformer and customized components.” In order to meet its pricing strategy, Medeco chooses to engineer an interface to a GE T-2000 digital treadmill that’s rebuilt to near new condition. The result is a full-featured system that competes favorably with systems selling for twice as much. The only thing missing from such a package, Murray says, “is the big corporate logo.”

Roger Nasiff, president, Nasiff Associates, Inc., Brewerton, NY, is the mastermind behind the Nasiff Cardio Card Software, a breakthrough development in the category. He launched his company in 1989 to develop the world’s first PC ECG/PC EKG.

“We’re committed to providing medical PC solutions to health care professionals by developing medical diagnostic and administrative products which integrate into any personal PC computer,” Nasiff says. Among company first’s: producing a clinically useful PC-based PC ECG/PC EKG, the first to have a PC-based Stress ECG System, developing a notebook (PCMCIA) based ECG System and finally, the first to integrate resting, stress and Holter into one system. Nasiff’s flagship products are the CardioSuite and the CardioVitals, which consists of ECG, NIBP (non-invasive blood pressure), SpO2 (amount of oxygen being carried by the red blood cell in the blood) and temperature. Nasiff Associates, Inc., incidentally, has been with DOTmed since 2002.

Founder and president of PRN, Inc., Bob Gaw, Fall River, MA, recently launched a PRN DOTmed Webstore where stress test equipment is always a featured listing. Gaw’s company sells Quinton, Marquette, GE and Burdick stress test systems in the US and internationally. PRN also refurbishes stress systems, with that part of the operation led by his son, Bob Gaw, Jr. A typical refurbishment, Gaw says, “includes changing boards, patient cables, belts and platforms.”



- * Altaire
- * AIRIS Elite
- * AIRIS II
- * AIRIS
- * MRP-7000
- * MRP-5000
- * Toshiba
- QpArt
- * Siemens/CTI
- PET Systems

Open MRI Solutions



Nationwide Coverage

VMS

Call for a free consultation

▶▶▶ (800) 930-7958

<http://viablemed.net>

Committed to Providing the BEST in Service

- Offering
- Sales -
 - Site Planning -
 - Service -
 - Installations -
 - & much more!



Photon2's C! is designed with patient comfort, safety a priority.

He believes that a hospital can save an average of \$10,000 when buying refurbished stress test equipment and works with clients like Beth Israel Deaconess Hospital in Boston, MA. "If the equipment you need is not on our inventory list, we will do our best to locate it with no obligation to purchase," Gaw says. PRN is always looking to purchase equipment as well and says it will travel just about anywhere to get it. Because the company is a member of a nationwide buyers network, it's able to offer discounts on stress test and other equipment from many of the major medical equipment man-

ufacturers.

Janie Guirola, executive manager, Photon2, Miami, FL, says the company provides service and a full line of new and refurbished nuclear cameras, turnkey diagnostic centers, mobile nuclear labs and an on-line parts store.

"We sell Elscint refurbished nuclear cameras and our own FDA brand - The C! - a new upright dual head camera, as well as the APEX XL, a single head remanufactured camera," says Guirola. The C! is uniquely designed for nuclear cardiac imaging because of its focus on patient comfort and safety, no external moving parts, ease of use, compact size and efficiency in producing a system for cardiology offices of any style.

"The C! provides the doctor with exceptional patient throughput during nuclear cardiology stress testing. Because of the minimal distance between the patient and the detectors the quality of the images are superb and patient motion is reduced. The C! is a solid investment," Guirola says.

As an ISO 9001:2000 company (meaning it must comply with a Global Quality Program), Photon 2 must meet the industry's requirements in refurbishing and manufacturing, as well as FDA compliance. "Photon2 is committed to service and quality," Guirola says. "Our reputation over the past 20 years speaks for itself."

STAT Biomedical Sales and Rental Inc., Lubbock, TX, sells all brands of stress test equipment including Burdick, Marquette, Quinton and more. CEO Shannon Moore has two technicians who do the refurbishing on the stress test equipment that is then sold. "There is always something cosmeti-



WHO'S SERVICING YOUR EQUIPMENT?

DON'T LET INEXPERIENCE COST YOU THOUSANDS OF DOLLARS.

Call Sunrise Medical First - Get the Job Done Right.

Offering professional services and complete turnkey systems to hospitals and imaging centers.

- ✓ Equipment Sales
- ✓ Equipment Service
- ✓ Site Planning
- ✓ Installation
- ✓ De-installation
- ✓ Parts
- ✓ Transportation
- ✓ RF Shielding



Sunrise Medical Technology, Inc.

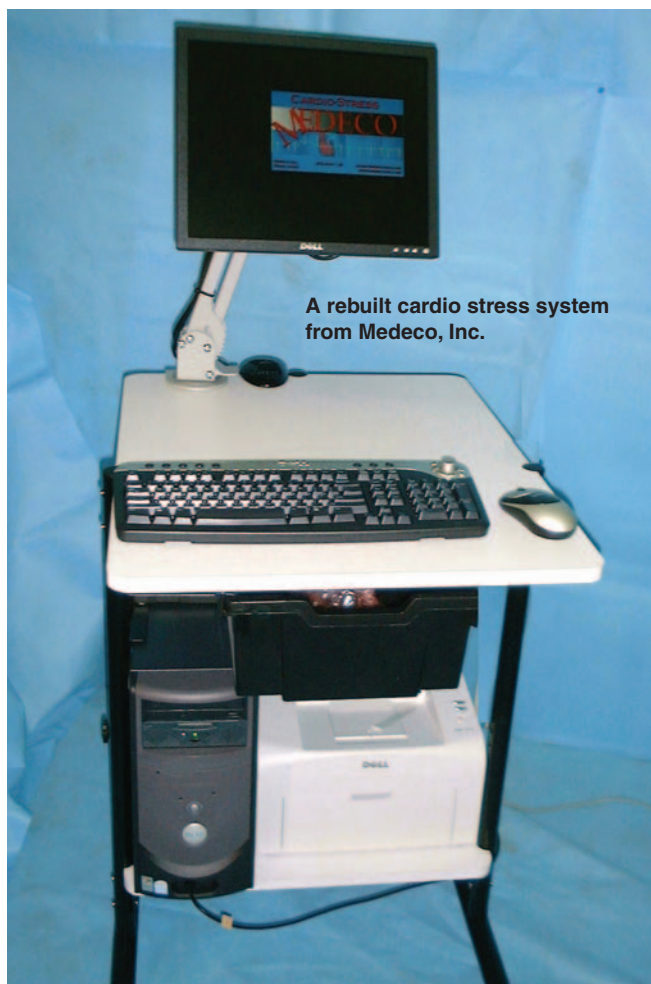
3651 S. IH 35 E. • Waxahachie, Texas 75165

Tel: 972-937-0263 • Fax: 972-937-2246

Email: info@suntechsol.com

www.suntechsol.com





A rebuilt cardio stress system from Medeco, Inc.

cally incorrect that needs painting or something like that,” Moore says. “We take care of that, as well as replace treadmill belts and all internal drive belts.”

Some of the equipment that STAT Biomedical Sales and Rental, Inc. sells includes GE Healthcare Model Dash 2000, 3000, 4000 - patient vital signs monitor with the option for gas monitoring, the Physio Control Corporation Model LifePak 12 defibrillator/monitor and recorder and the GE/Marquette Model MAC 1200, Interpretive EKG Machine. Moore believes that Quinton and Burdick are the leading OEMs in the US. “I believe they have the majority stock in the US,” she says.

Stan Poole of Medical Maintenance Consultants, Inc., Norcross, GA, believes that almost all stress testing systems manufactured in the last few years have demographic input capabilities, are programmable and have an output to interface with an ultrasound for doing stress echo (echocardiogram). He says that the reimbursement for a standard stress test has been reduced significantly in the past few years as today’s market calls for a stress testing device that can perform stress echo and can be used for nuclear cardiology and drug/chemical testing like dobutamine and adenosine. “Fortunately, most standard systems can achieve this with correct programming,” reports Poole. He says the biggest differences in the technology have to do with metabolic stress testing (also referred to as ERGO by some manufacturers) that frequently incorporates a bike/ergometer instead of a treadmill. Poole also says that the popularity of ergometers, however, “is still primarily in research institutions and pediatrics, but with its popularity continues to grow.” Poole lists GE (Marquette), Quinton, Burdick, Mortara, Schiller, America Midmark (just recently released) and Cambridge Heart (T-Wave altermands) as OEMs that are leaders in the industry.

● [DM 4721]

Stress Testing Equipment Sales and Service Providers

For convenient links to these companies’ DOTmed Services Directory listings, go to www.dotmed.com and enter [DM 4721]

Name	Company – Domestic	City	State	Certified	DM100	Specialties
Joe Avina	American International Medical	Sylmar	CA	●		Quinton, GE, Marquette, Schiller California, US & International.
Phil Lonbeck	DB Medical Electronics	Diamond Bar	CA			Marquette/GE, Quinton, Burdick - Sell & Service Nationwide
Carlos Restrepo	Technomedical Instrumentation	Pembroke Pines	FL			Mostly GE/Marquette
Oswaldo Guio	LET Medical Systems	Miami Lakes	FL			Pulse Biomedical Inc. Trackmaster. Quinton. Marquette.
Sergio Cabrera	Transphoton Corporation	Miami	FL			Elscont refurb Nuclear Cameras and our own – The C!
Stan Poole	Medical Maintenance Consultants, Inc.	Norcross	GA			Sell all brands (reconditioned) - Service in Atlanta, GA area.
Joe Murray	Medeco	Boise	ID	●		GE Marquette, Quinton and Nasiff Cardio Stress.
Richard Fosco	HealthWare Inc.	Oak Brook	IL	●	●	Sell internationally, not brand specific - No service.
Bob Gaw	PRN	Fall River	MA	●		Quinton, Marquette, GE, Burdick, US and international
John Gebhardt	Healthcare Systems Inc.	Annapolis	MD			New GE, Case, and Mac – Nationwide.
Dave Delgado	Medical Solutions, Inc.	Osseo	MN			GE, Burdick, Quinton, Welch Allyn – Nationwide.
Boyd Campbell	Southeastern Biomedical Associates, Inc.	Granite Falls	NC			Specialize in GE.
Art Miriana	Nuclear Medica	Medford	NJ			All brands in Entire USA.
Roger Nasiff	Nasiff Associates, Inc	Brewerton	NY			Nasiff Cardio Card
James Bradley	Bradley Medical	Florence	SC			GE/Marquette in the SE