

**WORLD MEDICAL
EQUIPMENT**



YOUR WORLD

ISSUE #1



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THROWING MONEY AWAY



Guardian OR - Eliminate Your Losses and Keep Your Money in Your Pocket

This revolutionary product will instantly detect if an instrument is being accidentally thrown away, even if it is wrapped in surgical drapes. It provides instant detection at the "Point-of-Loss" and allows immediate recovery at the "Point-of-Loss". Equally as impressive is the fact that it keeps track of how many instruments you might have lost had they not been detected.

Based on data derived from national research a typical OR performing 7-8 cases a can expect to see a return on investment in 3-4 months. If you would like to receive more information on this product please call customer service at 1-800-827-3747.



Hands up if you think Anesthesia is a "Two Horse Race"

For the longest time the Anesthesia market in the US has been a two horse race with Drager and GE (formerly Datex Ohmeda) taking the lion's share of the business. Like so many markets that are dominated by one or two players an element of complacency creeps in, not to mention the trend toward higher prices. Much to the delight of many, the competitive landscape has changed dramatically over the past 4-5 years with the emergence of Spacelab's, Penlon and more recently Mindray (Datascope).

As a Penlon dealer we are pleased to report that they have steadily emerged as a solid Third Horse. They have steadily been gaining wider acceptance across the US to the point where many users have really taken to the 'user-friendliness' of the machine. The uncomplicated controls, ease of operation combined with knock-dead value for money has really captured the attention of many, not to mention the impact it has had on the competitive landscape across the US.



\$6,500 Will Get You A Virtually New Table



If you are finding yourself trapped in the cycle of repeated service charges and not having the capital to replace your old and tired tables then we have the program for you.

Most of the time the table you are using is perfectly adequate for the procedures you are performing but it is now showing its age. It may not be as stable as it once was, it may have excessive wear in the joints and the controls may be intermittent, not to mention the fact that visually it has more signs of wear than a Texan mechanical bull! If this sounds like one or more of your tables, do not despair as we can help. For just \$6,500 we will completely rebuild your table inside and out from the ground up and restore it to perfect working condition not to mention restore that old sparkle it had the day you first unpacked it. The table will be returned to you in nearly new condition complete with a full 1 year parts and labor warranty.

It seems like everyone is feeling the pinch financially this year so this is one way World Medical Equipment can help you stretch those dollars and make them go a little further for you.



Another Northwest Hospital takes a step towards being more Green

This past month South Sound Surgery Center in Olympia, WA took delivery of their new Verde NV3/4 LED Lights. In addition to being more environmentally friendly they were particularly enamored with the "Green Mode" used for laparoscopic surgery.

This is what the Clinical Director Sherida Anderson had to say about her new lights having now had them in use for approximately one month: "We replaced 5 sets of lights in total for each of our OR's. We are a busy center and are fairly demanding of our equipment. Having completed



"Their service throughout the entire process from evaluation through installation and in-service training was seamless"

extensive side-by-side evaluations the NUVO Verde LED was our clear favorite. The light exhibited superior illumination along with better clarity of light.

The surgeons were pretty unanimous that the Verde light exhibited far less shadowing. The convenience of having all the controls located on the sterile handle of the light was considered a huge plus by both the surgeons and the nursing staff. The Green Mode is utilized frequently during laparoscopic procedures.

I would also be remiss if I didn't make mention of what a pleasure it was to conduct business with WME. Their service throughout the entire process from evaluation through installation and in-service training was seamless."

World Medical “TOTAL SOLUTION”

Over the past couple of years World Medical has been building the foundation for a program that will quickly gain the attention of anyone looking to invest in building their own Ambulatory Surgery Center.

“We can deliver a state-of-the-Art Ambulatory Surgery Center equipped with cutting edge technology 30%-50% faster than traditional construction methods and demonstrate a 6-9 month faster return on investment.”

Our mission has been to bring together leaders from their respective industries to provide our customers with a higher level of support and expertise when embarking on new projects entailing new construction.

The entire process from site selection through construction, equipping through certification and credentialing will be seamless. Disruption to customers daily routine will be minimal through the entire process.

This is a “TOTAL SOLUTION” that is delivered faster and less expensively that also makes for an overall more rewarding experi-

ence for our customers.

How are we able to deliver the finished ASC so much quicker you are asking yourself? The answer lies in the construction process and methods employed. The building is being constructed simultaneously while the footings are being poured. In most cases the building will be completed before the site preparation is completed! The ASC is constructed under cover under controlled conditions and is transported to the final site once the foundation is ready. Traditional methods of construction require these activities to be sequential whereas our activities run in parallel. Since we utilize the same workforce to build every building the quality of workmanship is unsurpassed. All state inspections are completed in the factory prior to the building being placed on the job site which again avoids any unforeseen complications.

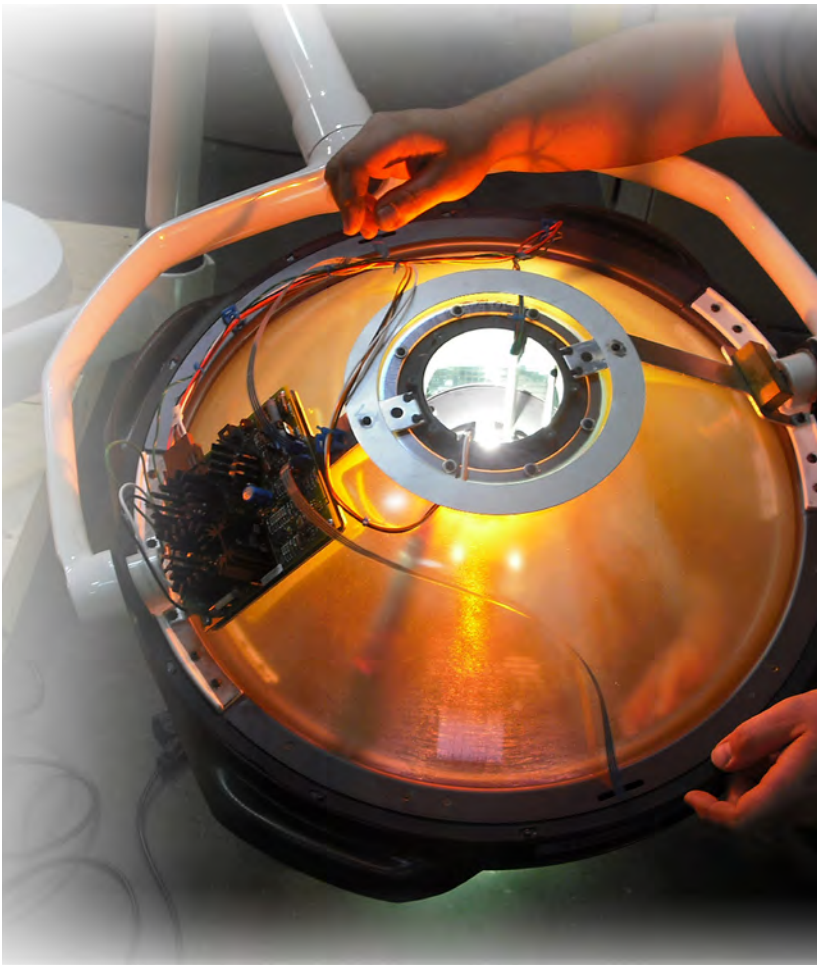


To help make your ASC a reality sooner we even have existing floor plans for 2 and 4 OR facilities that we are willing to share. These alone are worth over \$100,000 and help bring your vision one step closer.

If you or someone you know is planning on building their own ASC we urge you to make them aware of World Medical’s “TOTAL SOLUTION”. We guarantee you will not be disappointed.

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Parts Corner

Year on year we have witnessed our parts inventory grow. With better than 95% of all orders received being shipped out the same day we have witnessed a major expansion in our customer base. What is driving this growth you might ask yourself? As World Medical Equipment has progressively expanded the scope of products we refurbish this automatically drives the parts we are required to inventory. Our customers have come to realize that they can use us as their single source for parts for a wide variety of products and accessories. Better still, they have come to realize that our parts are competitively priced and that you will always be greeted by our knowledgeable Parts Manager, Mr. Don Boucher who can be reached at **800-827-3747**.



NUVO Verde LED Light wins Outpatient Surgery Magazines Award – Excellence in Surgical Products

In a head-to-head evaluation between all the manufacturers of LED lights the NUVO Verde LED Surgical Light emerged victorious. The readership of the magazine is circa 59,000, and it was the recommendations from this hands-on group that voted the Verde Light to be #1.

The light was rated for surgical performance, efficiency and safety. The light will be featured in the “Winners Circle” featured article in the Nov/Dec edition of Outpatient Surgery Magazine along with other winners from other product categories.