

Medical Device Register

FILE DESCRIPTION

Medical Device Register corresponds to the multi-volume *Medical Device Register* for U.S. companies and the *International Medical Device Register* for European and other international companies. These are premier in depth sources for medical technology companies produced since 1980 by Medical Economics. Detailed company profiles include sales volume, email and Web addresses, plus a comprehensive list of brand names.

The product classification uses the U.S. FDA "Standard Product Nomenclature" to correspond to FDA regulatory information. CE-marked (Certificat European) medical devices available for the unified European Economic Community are indicated. Federal procurement eligibility and quality registration (e.g., ISO 9000) are also indicated.

SUBJECT COVERAGE

Annual detailed surveys are made of all medical device companies. There are approximately 12,000 companies producing over 65,000 different products in the U.S., and approximately 8,000 companies and nearly 30,000 devices with International locations. Over 100,000 executive names are included. Companies are indexed by the distribution type field (DI=) and classified as follows:

- Exclusive Distributor: Sells through a few distributors, generally not the manufacturer.
- Importer/Exporter: sells in countries other than country of manufacture.
- Manufacturer Direct: sells own product.
- Manufacturer through Distributor: sells its products through distributors.
- Manufacturer through manufacturer reps: sells through independent manufacturer representatives.
- OEM (original equipment manufacturers): primarily produce components for other companies' products.
- Service Direct: directly service their customers, typically large capital equipment manufacturers.

TIPS

USE FILE 167

to identify manufacturers of medical devices, included are devices used for chemistry, toxicology, pathology, hearing, etc.

USE EXPAND DI=

for company distribution type.

USE RANK

to see which companies are working in an area of interest.

To obtain a list of manufacturers:

SELECT TOPIC
RANK CO S1 CONT

USE REPORT

to extract selected data from multiple records and display it in tabular form.

REPORT S4/CO,PC,TN,SA/ALL

DIALOG FILE DATA

Inclusive Dates: 1999

Update Frequency: Closed

File Size: 19,273 Records (U.S.:12,008
International:7,265)

CONTACT

Medical Device Register is provided by Medical Economics Company. Questions concerning file content should be directed to:

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Medical Device Register

SAMPLE RECORD: MANUFACTURE DIRECT

DIALOG(R)File 167: MEDICAL DEVICE REGISTER
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AA= 00074330 44821

/CO, CO= PERKIN-ELMER CORP.
AD= 761 Main Ave.
CY=, ST=, ZP= Norwalk, CT 06859-0010
CN= United States

TE= TELEPHONE: 203-762-1000 ;203-762-4000
FAX: 203-762-4222
EMAIL: info@perkin-elmer.com
WEB PAGE: www.perkin-elmer.com

SL= COMPANY REVENUE: More than \$100 Million
SA= MEDICAL DEVICE SALES
VOLUME: \$1,000,000,000.00

EM= TOTAL EMPLOYEES: 5600
SE= SALES STAFF: 0
SM= MARKETING STAFF: 0

/CO,CO=,/SB,SB= SUBSIDIARY BODENSEWERK GERATETECHNIK GMBH ;PE PHOTOVAC; TROPIX
INC. ;P. E. PHOTOVAC

OW= TYPE OF OWNERSHIP: N/A
DI= DISTRIBUTION TYPE: Manufacturer Direct
FE= FEDERAL PROCUREMENT
ELIGIBILITY: N/A
CT= CONTRACT TYPE: N/A
IS= ISO/CEMARK TYPE: ISO 9001
PC= FDA NUMBER: 1250002

MANAGEMENT:
/NM,DP=,NM=,PO= General Admin.: White, Tony / President & CEO
Finance: Jaeger, Stephen O. / VP Finance
Mktg./Adv.: O'Carmony, Lesley Kelly / Dir. Mktg.

/PN, PN=, MN= PRODUCT NAME -- MEDICAL SPECIALTY NAME -- NOTES
Analyzer, Protein -- CHEMISTRY
Analyzer, Carbon -- CHEMISTRY
Analyzer, Carbon Hydrogen -- CHEMISTRY
Spectrometer, Infrared -- CHEMISTRY
Calorimeter -- CHEMISTRY
Analyzer, Carbon Hydrogen Nitrogen -- CHEMISTRY
(...)

SAMPLE RECORD : MANUFACTURE THROUGH MANUFACTURE REPS

DIALOG(R)File 167:MEDICAL DEVICE REGISTER
(c) 1997 Medical Economics Company. All rts. reserv.

AA= 00075881 56239

/CO, CO= TELEX COMMUNICATIONS, INC.-HEARING INSTRUMENT GRP.
AD= 9600 Aldrich Ave. S.
CY=, ST=, ZP= Minneapolis, MN 55420-4210
CN= United States

TE= TELEPHONE: 612-887-7479 ;612-884-4051
FAX: 612-884-0043
EMAIL: hig@telex.com
WEB PAGE: www.telex.com

NM=, PO= CONTACT: Steve Hertzberg / Dir. Mktg.

/TN, TN= BRAND NAME: ADAPTIVE COMPRESSION (HEARING AID) ;SOPRANO (HEARING
AID) ;ACAPPELLA (HEARING AID) ;SELECT (AUD. TRAINER)
;CLASSMATE (AUD. TRAINER) ;ACUSOUND (HEARING AID)

SL= COMPANY REVENUE: More than \$100 Million
SA= MEDICAL DEVICE SALES
VOLUME: \$24,000,000.00

EM= TOTAL EMPLOYEES: 300

Medical Device Register

SAMPLE RECORD : MANUFACTURE THROUGH MANUFACTURE REPS (cont'd)

SE=	SALES STAFF:	13	
SM=	MARKETING STAFF:	1	
OW=	TYPE OF OWNERSHIP:	PRIVATE	
DI=	DISTRIBUTION TYPE:	Manufacturer Through Manufacturer Reps	
FE=	FEDERAL PROCUREMENT		
	ELIGIBILITY:	N/A	
CT=	CONTRACT TYPE:	VA Contract	
IS=	ISO/CEMARK TYPE:	ISO 9002	
PC=	FDA NUMBER:	J211339	
MANAGEMENT:			
/NM,DP=,NM=,PO=	Mktg./Adv.:	Teske, Irene / Dir. Sales	
	General Admin.:	Hale, John / CEO	
	General Admin.:	Levy, Neil / President	
		(...)	
PRODUCT NAME -- MEDICAL SPECIALTY NAME -- NOTES			
/PN, PN=, MN=	Hearing-Aid -- EAR/NOSE/THROAT -- ACUSOUND	COMPRESSION, SOPRANO & ACAPELLA	Personal FM sound enhancement system for the hearing impaired and for the profoundly deaf. ITE, BTE, & CIC Hearing instruments for hard of hearing individuals.
NT=	Trainer, Auditory -- EAR/NOSE/THROAT -- CLASSMATE & SELECT	Personal FM	sound systems for the hard of hearing and sound field amplification

SEARCH OPTIONS

BASIC INDEX

SEARCH SUFFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
—	—	—	All Basic Index Fields	Word	S PROTEIN(S)ANAL?
/CO	CO	CO (30)	Company Name ³	Word	S PERKIN(W)ELMER/CO
/NM	NM	—	Named Person ³	Word	S (TONY OR ANTHONY)(1N)WHITE/NM
/PN	PN	—	Product Name ^{2,3}	Word	S CONTACT(W)LENS?/PN
/SB	SB	SB (30)	Subsidiary Company ³	Word	S BODENSEEWERK/SB
/TN	TN	TN (30)	Brand Name ³	Word	S TINCTURE(W)GREEN/TN

¹ Report field length is indicated in parentheses when a field can be used for tabular display. See HELP REPORT for more information.

³ Searchable in the Basic Index and in the Additional Indexes.

² Includes Medical Specialty Name and Supplier/Product Detail Descriptions.

ADDITIONAL INDEXES

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
AA=	AA	—	IP Accession Number	Phrase	S AA=44821
AD=	AD	AD (30)	Address	Phrase	S AD=(761(W)MAIN(W)AVE?)
—	AZ	AZ (9)	DIALOG Accession Number		
CN=	CN	CN (20)	Country	Phrase	S CN=UNITED STATES
CO=	CO	CO (30)	Company Name ³	Phrase	S CO=PERKIN-ELMER CORP?
CT=	CT	CT (10)	Contract Type	Phrase	S CT=VA CONTRACT
CY=	CY	CY (20)	City	Phrase	S CY=NORWALK
DI=	DI	DI (25)	Distribution Channel (Outlet)	Phrase	S DI=MANUFACTURER DIRECT
DP=	DP	—	Department	Phrase	S DP=PRODUCTION
—	EL	—	E-Mail Address		
EM=	EM	EM (10)	Number of Employees	Phrase	S EM=>200
EX=	EX	—	Stock Exchange	Phrase	
FE=	FE	FE (20)	Federal Procurement Eligibility	Phrase	S FE=SMALL BUSINESS
—	FX	—	Fax Number		
IP=	IP	IP (30)	Parent Company	Phrase	S IP=A&E MEDICAL CORP?
IS=	IS	—	ISO Code	Phrase	S IS=ISO 9001
MN=	MN	—	Medical Specialty Name	Phrase	S MN=PATHOLOGY
NM=	NM	—	Named Person ³	Phrase	S NM=WHITE, TONY
NT=	NT	—	Supplier/Product Detail Description	Word	S NT=(HEARING(W)INSTRUMENT?)
OW=	OW	OW (7)	Ownership Type	Phrase	S OW=PRIVATE
PC=	PC	PC (7)	Product Code	Phrase	S PC=A194707
PN=	PN	—	Product Name ^{2,3}	Word & Phrase	S PN=(CONTACT(W)LENS?)
				Word & Phrase	S PN=EYEGASSES, SAFETY
PO=	PO	—	Executive Title	Word & Phrase	S PO=(PRESIDENT(1W)CEO?)
					S PO=PRESIDENT & CEO

ADDITIONAL INDEXES (cont'd)

SEARCH PREFIX	DISPLAY CODE	REPORT (FIELD LENGTH)	FIELD NAME	INDEXING	SELECT EXAMPLES
SA=	SA	SA (30)	Sales Volume (Medical Device) ⁴	Numeric	S SA=>1M
SB=	SB	SB (30)	Subsidiary Company ³	Phrase	S SB=BODENSEEWERK?
SE=	SE	SE (10)	Number of Sales Staff	Numeric	S SE=10:100
SL=	SL	SL (20)	Revenues	Phrase	S SL=MORE THAN \$100 MILLION
SM=	SM	SM (10)	Number of Marketing Staff	Numeric	S SM=>500
ST=	ST	ST (20)	State	Phrase	S ST=CT
TE=	TE	TE (15)	Telephone Area Code	Phrase	S TE=203
TN=	TN	TN (30)	Brand Name ³	Word & Phrase	S TN=(TINCTURE(1W)GREEN) S TN=TINCTURE GREEN
TS=	TS	—	Ticker Symbol	Phrase	
UD=	UD	—	Update	Phrase	S UD=9999
—	UR	—	Uniform Resource Locator (URL)		
ZP=	ZP	ZP (10)	Zip Code	Phrase	S ZP=06859-0010

⁴ Sales figures are for medical devices.

SPECIAL FEATURES

For command descriptions, enter HELP LIMIT, HELP SORT, HELP RANK online.

LIMIT	/PRIVATE -- Privately Owned Companies /PUBLIC -- Publicly Owned Companies	S S2/PRIVATE S S2/PUBLIC
SORT	CN, CO, CY, EM, EX, NM, SA, ST, TS, ZP	SORT S6/ALL/ZP
RANK	All phrase- and numeric-indexed fields in the Additional Indexes can be ranked.	RANK CO RANK PN S4

PREDEFINED FORMAT OPTIONS

NO.	DIALOGWEB FORMAT	RECORD CONTENT
1	--	DIALOG Accession Number
2	--	Company Name, Address, Telephone Number, and Contact Names
3	Medium	Full Record Excluding Products
4	--	Full Record Tagged
5	--	Full Record
6	Free	Company Name
7	Long	Company Name, Address, Telephone Number, Contact Name, Product
8	Short	Company Name, Address
9	Full	Full Record
10	--	National Address (excludes country)
20	--	International Address (includes country)
30	--	National Address with Executive Name
40	--	International Address with Executive Name
K	--	KWIC (Key Word In Context) displays a window of text; may be used alone or with other formats

OTHER OUTPUT OPTIONS

For an explanation, enter HELP TYPE, HELP REPORT, HELP UDF, HELP TAG online.

REPORT	Output can be displayed in table format. REPORT codes with field lengths in parentheses are listed in the Search Options tables. Default table width is 72 characters; use SET H 132 to set maximum table width.	REPORT S1/CO,TN/1-10
USER DEFINED FORMATS	Display codes listed in the Search Options tables can be used to customize output.	TYPE S4/CO,EM/1-5 PRINT S5/AZ,CO,DI/ALL
TAG	Output can be displayed with tags identifying each display field.	TYPE S1/6/PN/ALL TAG
DIRECT RECORD ACCESS	If the accession number of a specific record is known, it can be used to display the record directly.	TYPE 00075881/9 PRINT 00074330/9

FOR ONLINE HELP:

See HELP FIELDS 167 for searchable fields; HELP FORMAT 167 for output formats; HELP LIMIT 167 for limits; HELP RATES 167 for cost information; HELP SORT 167 for sorts.