

March 1997

Vol. 6 No. 3

MATERIALS management

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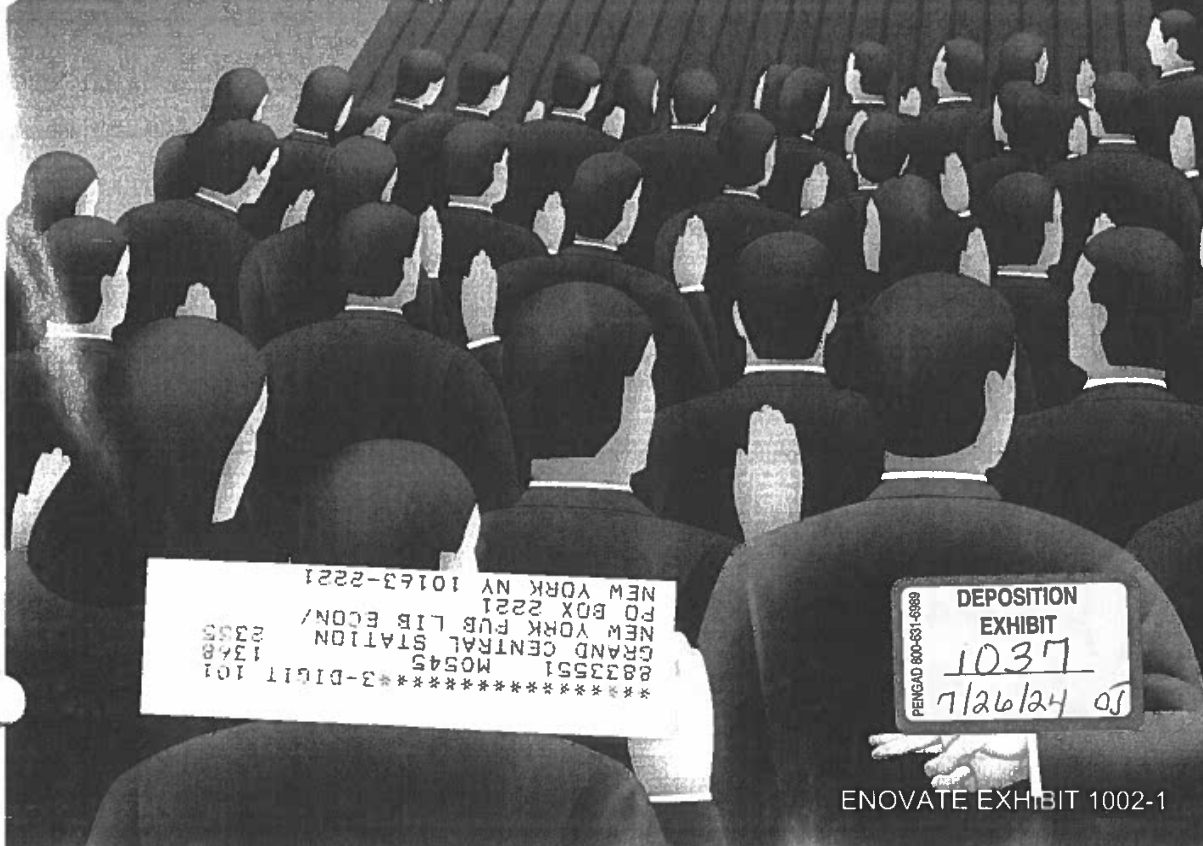
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Mar 1997

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Can You Keep Your Commitment?



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March 1997

Vol. 6 No. 3

MATERIALS *management*

in Health Care

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GPOs' megacontracts demand committed buying. Can you deliver?

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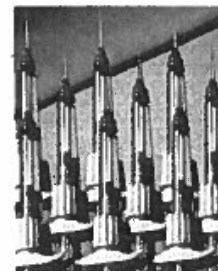
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Buyers bring
power
to the people
page 20



Disinfection
guidelines
create confusion
page 40



Poke around to find
savings in needles
and syringes
page 54

EDITOR'S LETTER

A real happy birthday

My brother and his wife recently took their two boys to their first circus. There were the usual natural wonders. ("The elephants made really big poop!" four-year-old Adam informed me later. "Poop!" echoed 20-month-old Nathan.) And there were unnatural wonders, like Ariana the Human Arrow, who flew through the air propelled by an enormous bow.

Adam didn't know what to make of Ariana's feat. "Dad, why did the lady do that?" His dad's response: "It's her job. She gets paid to do it." Adam thought for a moment. Clearly he didn't think this was a very good answer. "Nah. She wanted people to clap," he shot back.

This month it's *Mat. Man.*'s fifth birthday. Looking back, it seems an incredible feat. That means our staff has put together 60 issues of this magazine. Why do we do it? Adam had the right answer: It's not just because we're paid to; it's because we want people to clap.



Icing on the cake. Just in time for our birthday celebration we heard your applause—in the form of a readership study conducted by an independent firm. You rated *Materials Management in Health Care* the best magazine of its kind in seven of eight categories assessing our content. And you ranked us number one in all seven categories determining the magazine's value

to you and your work.

The icing on the cake: Almost half of you (48.6 percent) named *Mat. Man.* as your first-choice publication.

Your applause echoes in our ears as we blow out the candles and make our wish: May we be even more valuable to you five years from now and may you, too, experience the joy of having people clap simply because you've done a good job.

Laura Souhrada

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Frankie Handy

has a built-in suppressant to minimize unpleasant organic or chemical odors. It comes in 1, 5 and 15 gallon sizes.

—Cottrell

Circle No. 155

Molded table



The ModuMaxx Molded X Base Table is a durable, economical table for active environments. The tamperproof, one-piece base is made of fire-retardant, high-impact polyethylene. Double-wall construction creates strength and

stability, and the hollow base design offers the option for on-site weighting with sand or other ballast material. The table has a black textured finish for easy maintenance. Several top options are available, including game tops, in three sizes: 36 inch square, 42 inch square, and 42 inch diameter. Threaded bolts are embedded in the top for secure attachment to the base.

—ModuForm

Circle No. 156

Midline catheters

Reduce multiple patient needlesticks—while increasing patient satisfaction and decreasing cost—with these color-coded midline catheters. The Groshong and Per-Q-Cath catheters for intermediate-term IV therapy feature colored hubs that identify the type and size of the catheter, differentiating midlines from PICCs. They are made of medical grade, biocompatible radiopaque silicone, resulting in low rates of adverse reactions. The Groshong catheter has a three-way valve, reducing risk of air embolism, blood reflux and clotting. It offers clampless convenience and eliminates the need for heparin. The Per-Q-Cath catheter uses a flush-through stylet, enabling flushing during catheter advancement for easier placement. It also passes easily into and through the peel-away sheath.

—Bard Access Systems

Circle No. 157

Laptop/peripheral cart



This lightweight, heavy-duty transportable cart can be used with notebook computers or peripherals and is ideal where resource sharing could improve productivity or reduce hardware or software requirements. The cart features a 15x15 inch platform/work surface, and can be easily adjusted to any height from 29 to 39 inches for either standing or sitting operations. Four oversized, locking

casters roll easily on carpet or tile and **won't snag or tip when the cart is moved into an elevator.** The cart comes assembled and ready for use; custom options are available.

—JACO

Circle No. 158

Shower and eye/face wash station

The Safe-T-Zone emergency shower and eye/face wash system protects the body. Eye/face wash aerated outlets produce large, smooth patterns of water that follow eye and face contours to safely and quickly remove contaminants. The possibility of additional eye trauma is reduced because there is no harsh, direct water stream that can drive particulate matter into soft tissue. Rapid body flushing is accomplished by the patented "impeller action," which creates a swirling water pattern around the body.

—Speakman

Circle No. 159



Tilt-in-space wheelchair conversion



Modernize your wheelchairs with an easy conversion to tilt-in-space technology. The added comfort and flexibility keep patients happy by allowing them to stay in their chairs longer—and out of bed. The tilt-in-space feature provides

control in forward flexion, as well as a continuum of recline positions. Leg supports are adjustable and removable for ease of entry. All materials are approved for nursing home use; prelude vinyl with antimicrobial/antibacterial protection, and zinc or powder coating on all structural metal.

—Suiter Medical

Circle No. 143

Pediatric medication delivery



This new pediatric medication delivery system ensures that infants receive an accurate dose of medicine or vitamins without stomach upset. The Rx medibottle is a baby bottle with an internal sleeve that holds an oral dispenser. Caregivers simply fill it like a regular bottle and attach the nipple, then load the oral dispenser with medicine and insert it through the bottom of the bottle. After the infant begins

taking the liquid, the dispenser plunger is pressed in order to produce a quick squirt every one to four sips.

—The Medicine Bottle Co.

Circle No. 161

Applications for IBM AS/400

PeopleSoft now offers its financial accounting and human resources management software products for the IBM AS/400 Advanced Series of business computing systems. These client/server applications suites accompany the December 1996 release of PeopleSoft 6, and allow AS/400 PowerPC customers to take advantage of new releases of PeopleSoft's

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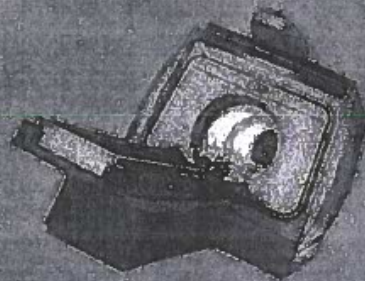
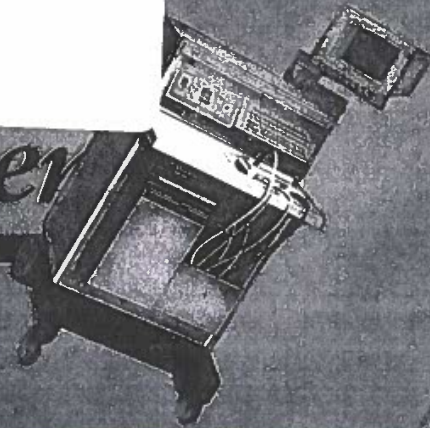
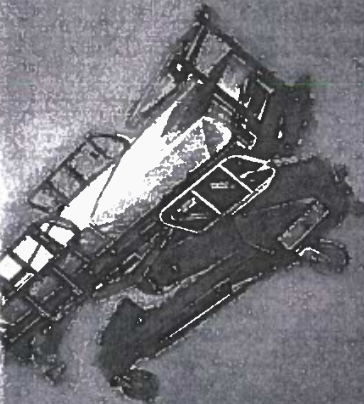
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v. 6
no. 7
Jul 1997

management

in Health Care



AND NOW,
FOR MY
NEXT ACT...

Materials managers add
asset management to their repertoire

ENOVATE EXHIBIT 1002-5

July 1997

Vol. 6 No. 7

MATERIALS management

in Health Care

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You can help to make
it a more
perfect world
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How do your supply
prices stack up?
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Atlanta hosts 35th
annual ASHMM
conference
page 49

EDITOR'S LETTER

Pat on the back builds champions

Rick was always a quiet guy on the boat. He did his job during races, and he did it well. But he never spoke up much and didn't get much chance to show what he could do to push our sailing team over the top. Then one day he got a pat on the back. He's carried our team ever since.

Rick's job as the boat's "pit man" wasn't glamorous, but it was important. As pit man, he was responsible for raising and dropping certain sails at critical points during the race. Aside from some strength and a sense of timing, the skills needed to be a pit man primarily involve watching small details: Are all the lines clear and ready to run smoothly when the sail comes down? Are things cleated down the way they should be? Is the spinnaker sail packed neatly so it won't tangle as it gets raised?

What the rest of us didn't know was that while Rick was quietly doing his job, he was also watching that spinnaker every time it was up and flying. He got a sense of its power as it pulled the boat downwind. He saw what happened when the person who was trimming the spinnaker made adjustments—pole up, pole back, trimming in and easing out in different conditions of the wind and waves. He saw how a good job of trimming the spinnaker could make the difference between winning and losing a race downwind.

A chance to shine. Then one day during a very long race, the person who usually trims our spinnaker got tired and asked Rick to take over. All the hours Rick had spent watching and learning paid off—he trimmed and eased our way to victory. I can still hear the helmsman's words that day: "You are superb, man! The best spinnaker trimmer in the fleet!"

The helmsman's encouragement helped Rick make the difference between winning and losing the race that day. Do you know someone like Rick? Or someone who could influence that person, the way our helmsman did? It sure made a difference to Rick—and to our entire team.

L. Souhrada
Laura Souhrada

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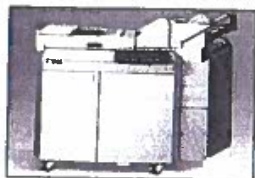
Frankie Handy

Automated external defibrillators



Emergency medical technicians and others can save more lives with the Lifepak 500 AED, a portable heart defibrillator used to treat sudden cardiac arrest. Unlike more sophisticated devices designed for use by highly trained medical professionals, the new model is low-cost and user-friendly, meaning it can be used by more "first responders," including nonmedical staff in nursing homes and rehab centers. In hospital units, floor nurses can respond instantly to SCA while they wait for an emergency team to arrive.
—Physio-Control
Circle No. 163

Digital copier



The Oce 3165 brings digital copier technology to mid-volume users for the first time. This high-speed (62 copies a minute) digital copier is designed to be a reliable, walk-up convenience machine. A stand-alone unit with network capability, it enables users to move from hard-copy working procedures to online printing of electronically available documents. Two proprietary technologies increase product reliability and guarantee copy/print quality: Image Logic individually optimizes components on each page and automatically selects the appropriate processing, and Copy Press is a dual-belt system that employs a shorter paper path to eliminate paper jams and increase uptime. Other features include high-speed scanning, single-pass duplexing, and a digital mailbox.
—Oce-USA
Circle No. 164

PC cart



Go anywhere with the MPC 2001 Variable Height PC Cart, which offers the advantages of mobility compared with stationary desks or tables. Now, two or more users can share hardware and software without having to share workspace. The cart's telescoping platform can be adjusted to any height from 29 inches to 39 inches, which allows the user to stand or sit—and helps prevent injuries such as neck and back fatigue and eye strain. A 15-by-15-inch platform can accommodate a CPU, 15-inch monitor, keyboard and trackball. An adjustable-width CPU tray holds towers and most desktop computers. Four oversized casters provide stability while rolling effortlessly without snagging or tipping.
—JACO
Circle No. 165

Exterior sign system



This sturdy aluminum sign system engineered for any exterior installation. Exterior 500 features contemporary styling and interchangeable panels for easy updating. A full range of mounting options is offered including wall, projection and suspended. The freestanding post-and-panel versions come in many shapes and sizes; optional bridging tubes and light units are available. This series also includes complementary, weather-resistant directories. Panels are extruded cabinet frames may be ordered in all the manufacturer's standard colors, and in anodized or baked enamel finishes. Custom colors are available.
—ASI Sign Systems
Circle No. 166

Material lifts



Raising heavy loads is no sweat with this family of three lifts. The Loaf Lifter hand truck can be used safely by one person to move and lift 20 pounds to a height of 65 inches. It folds up for compact storage and portability and weighs only 44 pounds. The Genie Lift, a manually operated material lift, can handle loads up to 1,000 pounds and will raise them as high as 165 inches. It comes in 4-, 8-, 10- and 12-foot mast heights, and is easily transported in a van or truck. Two bases—standard and straddle—are available. The Genie Superlift comes in five models in 5- to 25-foot working heights with load capacities from 650 to 1,000 pounds. It offers standard and adjustable forks, flat forks for pallet handling, and many special attachments, such as a stacker.
—Genie
Circle No. 167

Nurse call system

The user-friendly touch-screen interface of this system offers a color map layout of the nursing floors so nurses can quickly identify staff locations. Odyssey automatically directs all patient request calls to the proper staff level via radio pagers—response time is less than three minutes. Other benefits include easy-to-navigate menus and helpful management reports. The system interfaces with auxiliary equipment such as IVs, telemetry systems and ventilators.
—West-Com
Circle No. 168

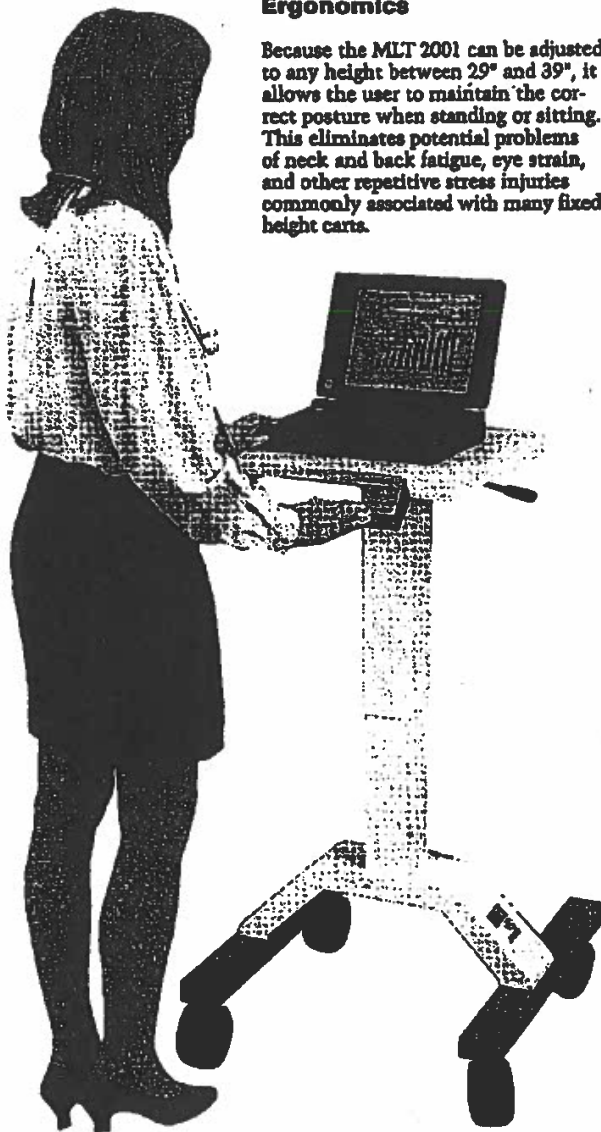
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MLT 2001

Variable Height Laptop/Peripheral Cart

Ergonomics

Because the MLT 2001 can be adjusted to any height between 29" and 39", it allows the user to maintain the correct posture when standing or sitting. This eliminates potential problems of neck and back fatigue, eye strain, and other repetitive stress injuries commonly associated with many fixed height carts.



Options



The MLT 4001 can be furnished with a base tray to accommodate almost any UPS system.



To keep paperwork organized, a dual pocket tray can be mounted to the back of the unit.

Specifications

Height	Platform	Casters	Weight
29" - 39"	15" x 15"	2 Swivel 2 Fixed	50 lbs.

JACO 

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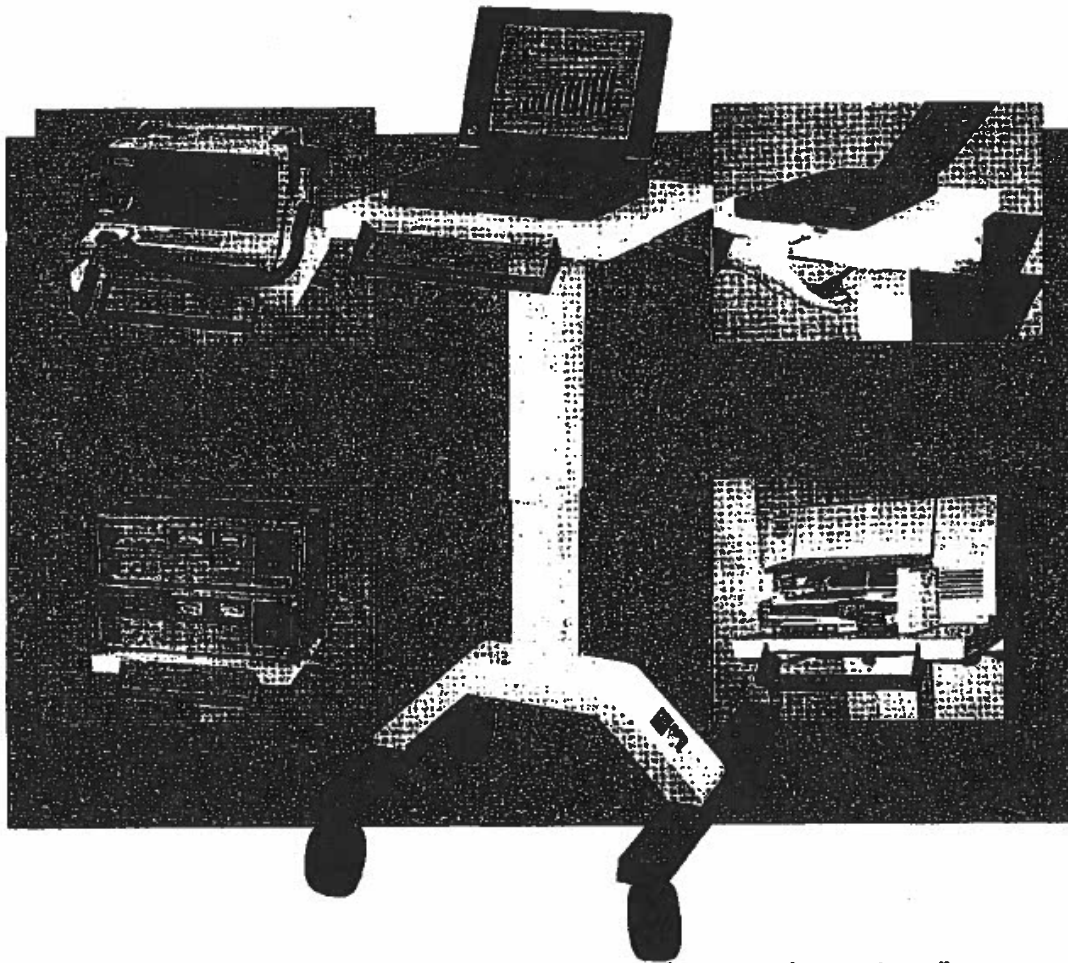
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MLT 2001

Variable Height Laptop/Peripheral Cart



The MLT 2001 from JACO provides laptop computer users with a worksurface that is as portable as the laptop itself. The small but rugged cart features a telescoping platform that can be set to an infinite number of heights between 29" and 39" for use at the proper height, whether you are standing or sitting, and regardless of your height. Four oversized casters roll effortlessly over tile, carpet, wires, or cables, even in and out of elevators. The platform is 15" x 15", which will easily accommodate any laptop or notebook computer and a variety of peripherals or procedural instruments.

For more information and a quotation, call
1-800-649-CART

JACO 
MOBILE CART DIVISION

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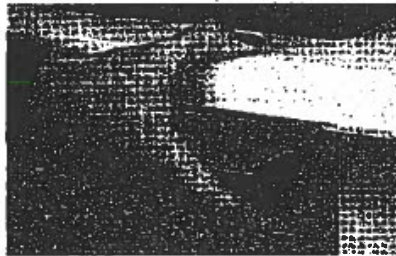
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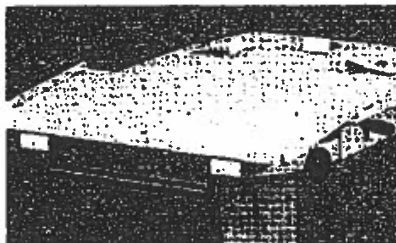
MPC 2001 Variable Height P.C. Cart

Ergonomics

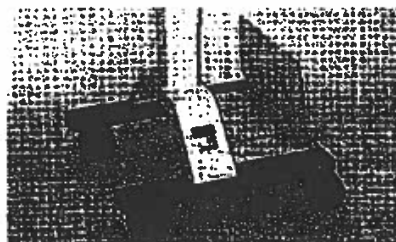
Because the MPC 2001 can be adjusted to any height between 29" and 39", it allows the user to maintain the correct posture when standing or sitting. This eliminates potential problems of neck and back fatigue, eye strain, and other repetitive stress injuries commonly associated with many fixed height carts.



To raise or lower the platform, simply squeeze the handle.



Keyboard tray tilts 14° (7° up, 7° down).



Adjustable width CPU tray holds mini or full tower computers.



Specifications

Height	Platform	Casters	Weight
29" - 39"	15" x 15"	2 Swivel 2 Fixed	70 lbs.

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MOBILE CART DIVISION

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