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# Meditek Products BUYING GUIDE

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*Learn the basics on costs when it comes to  
purchasing and maintaining medical equipment*



A PUBLICATION BY  
**M E D I T E K**



Here for L.I.F.E.

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# INTRODUCTION

## Welcome to the Meditek Products Buying Guide!

What will you find here?

Great question. We have written numerous articles on the cost of medical products, in addition to the major factors that influence final price.

The information that follows has been comprised in a non-biased and truthful manner.

Please note: we will frequently be updating this buying guide with new articles on new products so make sure to check back often!

Currently, we discuss the following products and their associated costs:

- General Surgery Tables
- Orthopaedic Surgery Tables
- Remanufactured Surgrey Tables
- Allen Yellofin® Stirrups
- Imaging Tables
- Preventive Maintenance Programs
- Arm Supports
- Cushions & Mattresses
- Gel Pad Positioners
- Urology or Cysto Tables
- Epidural Positioning Device
- MedSurg Hospital Bed
- Surgical Lights
- General Purpose Stretchers
- Linen Distribution

**If you are left with any questions, we are always eager to help!**

**Visit:**  
**[www.meditek.ca](http://www.meditek.ca)**

**Email:**  
**[info@meditek.ca](mailto:info@meditek.ca)**

**Contact**  
**Us!**

**Call:**  
**1.800.567.8400**

# MEDITEK OVERVIEW

Since 1981, Canadian healthcare facilities have experienced outstanding customer care in their dealings with Meditek. Patients and front line employees alike appreciate the reliability Meditek offers through superior quality healthcare products and services.

You care about your patients' safety and well-being. Our job is to help you facilitate that care to the highest standard, while exceeding your expectations.

Personalized care and support are the cornerstones of what Meditek is. Coast to coast representatives are ready to assist you in any way they can. With every contact, you will receive their full attention, vast medical products expertise and Meditek's commitment to provide you with a solution that fits your needs. You know your needs better than anyone. By listening to frontline user input, Meditek has become an established designer, manufacturer and supplier of a wide variety of medical products, from mattresses to stretchers.

Our commitment to providing your team with the equipment they require in today's fast changing environment gives **Here for L.I.F.E.** real meaning!

Leadership. Innovation. Focus. Excellence.

*The Meditek Team*

## WHY MEDITEK?

### OUR CUSTOMER SERVICE:

Privately owned business with family roots = care in everything we do.

### RENEW REMANUFACTURED PRODUCTS

As-new equipment for a fraction of the cost.

### FLEXIBILITY:

Working directly with you to build solutions that solve your problems.

### OUR WARRANTY:

Two year parts and labour warranty on all ReNew products





# CHAPTER

# 1

## How Much Does A General Surgery Table Cost?



# How Much Does A General Surgery Table Cost?

Having sold surgery tables since 1981, one of the most common questions we've been asked here at Meditek is: "How much does a general surgery table cost?" Our intent with this chapter is to give a clear answer, but the truth is that the cost of a surgery table for your operating room or minor procedure room depends a lot on how you answer the questions that follow below.

Because there are many brands of surgical tables available on the Canadian market, all with varying degrees of features, manufacturing quality and specifications, the price range of a general surgery table can go from the extreme of your **basic manual table for \$20,000 to a high end table at \$70,000** for complex surgical procedures.

Essentially, we are talking about tens of thousands dollars difference.

## Considerations for Purchasing General-Purpose Surgery Tables?

First, we will identify the standard general-purpose surgery tables, which will allow us to dive deeper into specific procedures.

- Is the table for acute care, ambulatory care or bariatric?
- Do patients stay overnight? Or do you work in outpatient where patients have minor procedures and are discharged in the same day?
- Have you recently calculated the average weight of your patients
- Do you need a table that can handle patients over 250 lbs or over 500 lbs?

For lighter patients, you might consider a Skytron 1602<sup>1</sup> or 3502<sup>2</sup> surgical table, but for bariatric patients a Skytron 6702<sup>3</sup> surgical table would be better.

Now think about the procedures you perform. Look at the list below to identify procedures that you may need to accommodate. Keep in mind that not all tables will offer all of these options.

- |                    |                            |             |
|--------------------|----------------------------|-------------|
| •Pediatric         | •MIS                       | •Orthopedic |
| •Neurology         | •Endovascular              | •Bariatric  |
| •Robotic           | •Kidney/Thoracic           | •Cardiac    |
| •Vascular          | •Plastic Surgery           | •Lithotomy  |
| •Ophthalmology/ENT | •Cystoscopy/Urology/OB/GYN |             |

## Where is the Table Going?

Is it going to a private surgery center; into a Hybrid OR; or maybe a minor procedure room? How many procedures do you perform weekly, monthly or yearly? Are you a private surgery center that has a moderate caseload, or are you a public Canadian hospital that spews out cases faster than **"The Fastest Surgeon of the 19th Century"**?

## What Procedures/Operations Will Be Performed On The Surgery Table?

Since we are talking about buying new surgical tables, it should be safe to assume that the table will be electric powered, but that it may not necessarily come with a battery backup. While power failures are rare, they do happen. For the procedures you are doing, are you able to continue the procedure should power to the table be lost? For the sheer level of comfort of having a battery backup, this is a feature well worth considering as fundamental.

Knowing what procedures you will perform, how confident are you that the table will not have to move location with the patient on it?

# How Much Does A General Surgery Table Cost?

Does your work dictate that the table will be stationary, or do you foresee the need to have it mobile? If you are planning on having to move the table, would it make sense to have a drive feature, such as the Stryker Operon D Series surgical tables? This may be one of those 'not really needed' options that will make your table more expensive.

## What Movement Will Your Surgery Table Require?

Now here are some premium features that may be of major importance or of no consequence at all, depending on which procedures you are performing.

- Auto-drive
- Removable back and leg sections
- Back lit hand pendant control
- Kidney Elevator
- Return to level
- Top slide
- Manual override controls

## Is The Surgery Table's Height of Importance?

How low or high does your table need to go? Are you the practitioner or are there numerous people of varying height that are going to use the table?

Some tables can go as low as 24", whereas the average seems to be 27". A bit of an anomaly, the Maquet Alphastar<sup>5</sup> has a low-height version that boasts 23", whereas the Maquet Alphamaxx<sup>6</sup> is not too far behind with 23.6".

The average height range is usually somewhere between 37" and 44". If you are the sole user, chances are that you can get away with a table that has a smaller height range.

## How Important is the Table's Composition to you?

Buying an operating table is a huge deal. These tables cost a lot of money and are intended to last for many years. Imagine spending a small fortune on a table just to have it rust out within 5 years. Don't forget about the abuse the tables take with other instruments and equipment crashing into them.

As nonsensical as it seems, what the table is made of is extremely important. Is it mostly stainless steel, or is it half steel and half composite? If it's stainless steel, what is the grade or type? This is the one example of where spending more money initially may pay off in the end. A few more thousand up front may result in using your table for an extra 5 years.

While asking if the table comes with a mattress or cushions may be seemingly obvious, it's always a good idea to confirm. But going a step further, you should confirm not only that the mattress is included, but also what quality it is and the thickness. Are you getting a standard entry level mattress, or are you getting a premium memory foam mattress? The difference may be an added cost in a few months that you didn't plan on.

Curious about how much your surgical table will actually cost you?



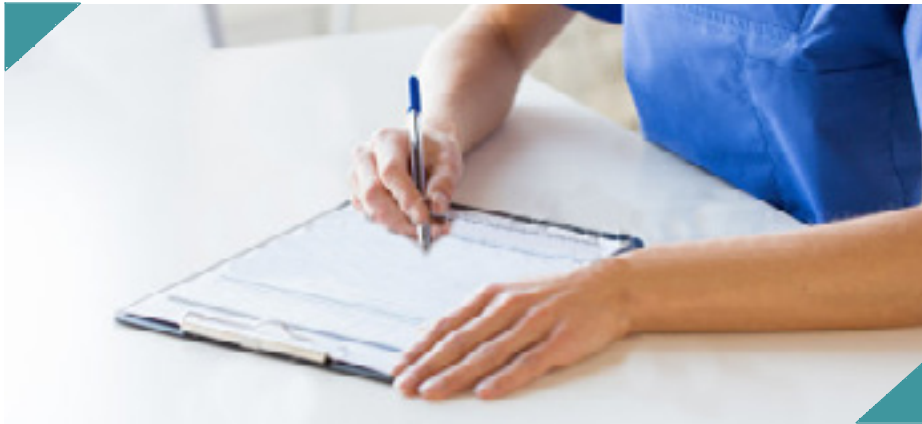
**DOWNLOAD our  
Cost of Ownership Excel Matrix**



# How Much Does A General Surgery Table Cost?

## The Administrative Side of Purchasing a Table

Up until now, we have discussed the clinical side of what needs to be considered when buying a surgical table. But just as important, if not more, is the other side of the purchase which pertains to warranty, preventive maintenance, shipping and handling, training, etc.



## Warranty – What Is Included And For How Long

Getting a good warranty is very important for any purchase, especially one as expensive as a new surgery table. When discussing warranty, here are a few things to consider:

- How long is the warranty for?
- Is it a limited warranty? If so, which parts of the warranty are limited?
- What is included in the warranty? Is it parts and labour; parts only; or, labour only?
- Are there any parts that are not directly included in the warranty, whether it be limited or not?
- Is there a limit on the cost of parts and or labour that is covered?

The coverage and length of the warranty will greatly affect costs down the road, and spending more initially may benefit you in the long run should something happen. Make sure to inquire about the cost of extended warranties. Buying a high quality table is one thing, but having the confidence that it is going to be looked after in the case of a breakdown brings peace of mind, which may not be measurable at the time of purchase.

## Post Warranty Paralysis

At some point in the life-cycle of the table, the warranty, and extended warranty if you bought it, is going to run out. One thing most people never check is what the table costs to own and maintain when nothing is covered. Think of it as buying a car in Canada. If you go with a common domestic model, parts and labour are going to be cheaper than if you buy an uncommon foreign vehicle. With tables, some are going to have more expensive parts and be more complicated to work on, hence a higher hourly service rate and more service hours. Careful consideration now may mean the difference between fixing your table after the warranty runs out and buying a new one.

## Preventive and Required Maintenance

As a value added service, some manufacturers and distributors may include a preventive maintenance package with the purchase of your new OR table. Others may charge a small fee, while some may not even offer it as a service. Every table comes with OEM guidelines for when a table should be serviced and what should be done.



# How Much Does A General Surgery Table Cost?

Ask yourself if you are spending an additional \$500 per year or \$1500 per year on required maintenance upkeep, as over the lifetime of the table that could amount to several thousand dollars.

## Where Will The Surgery Table Be Delivered? The Dock Or The Operating Room?

When you think of getting something shipped to you, most often you automatically assume that once you make the purchase, the next time you see the product it will be at its final destination, whether that is in your hands or in the designated operating room.



Now imagine your frustration and disappointment when your table arrives at the loading dock, and it isn't taken directly to its final destination. This is a very unnecessary thing to happen. It will make everything more complicated and time consuming as you have to make new arrangements, disrupt the schedules of others and contact your supplier about what happened. Avoid all of this by making sure that the table gets delivered to where you want it. Some vendors may charge you extra for taking it to its final destination, so make sure to confirm that there is or is not an extra charge.

Assuming that the table goes directly to the OR, who is going to uncrate it and what happens to the shipping materials? Check your arrangement to make sure that these things are spelled out clearly as to who is responsible for doing what. Uncrating and disposing of shipping materials may add a small cost to your final purchase price.

## Other FAQ for Buying a Surgical Table

With so many variables affecting the final price, here are a few more that you should be asking every potential vendor.

- Is there a discount for volume purchases?
- How much is shipping going to cost?
- What are the payment terms, such as net days, early payment discount, rebates, etc.?
- Is there a trial period available?
- Is there a trade in credit available for existing equipment you may have?
- Do you require training? Is it included in the price? Is factory training included? What about manuals, videos, etc.?

## To Accessorize or Not to Accessorize, that is the Question

The final part of determining how much a new surgical table is going to cost you is figuring out if you want just the table, or if you need new accessories as well to perform your procedures.

# How Much Does A General Surgery Table Cost?

A big part of the answer to this question is if your old accessories are compatible with the new table you are buying. This simple question may result in saving you thousands of dollars.

Here is a list of some of the more common accessories for general surgical tables:

- Table Accessory Cart
- Armboards
- Imaging Extension
- Split Leg Positioner
- Patient Transfer Board
- Foot Control
- Shoulder Chair
- Gel Pad Positioners
- Fluid Collection System – Drain Bags and Hoop
- Stirrup Storage Cart
- Foot Extension
- Restraint Strap
- Clamps and Sockets
- Stirrups
- Table Width Extensions
- Arm and Hand Table
- Anesthesia screens

## Putting it all Together

Now that we have outlined all of the factors affecting the final price of a surgical table, let's take a look at what a new surgical table costs.

Remembering that you can get a 'bare bones' type table or one with all the bells and whistles, one thing we have to agree on is that there is a bit of an extreme when it comes to price.

For a simple, basic surgical table, the price can range from \$25,000

to \$40,000. Again, this depends on the manufacturer and just how basic the table is. When you start adding in all of the factors, a \$25,000 table might actually have a final cost of \$40,000. The less you want or need, the less you are going to spend and vice versa.



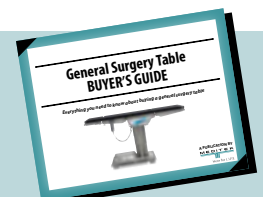
For a table that has some intermediate features and is a little more durable and functional, budget for between **\$40,000 and \$55,000**. For a high-end, high weight capacity table, expect a price around **\$55,000 to \$70,000**. When accounting for whichever variables you choose, the **average price of \$47,000** may end up being significantly more.

## What Can Meditek Offer?

Being Canada's leading surgical table remanufacturer, Meditek is in a unique position to offer multiple table brands. For Western Canada, Meditek has exclusive distribution for Skytron surgical tables and equipment.

### WANT TO LEARN MORE?

Download our General Surgery Table Buyers Guide now!



The background of the slide is a grayscale photograph of surgeons in an operating room. The surgeons are wearing masks and surgical caps, and their hands are visible, some holding instruments. The image is slightly blurred and has a soft, ethereal quality.

# CHAPTER 2

How Much Does A Remanufactured  
Surgery Table Cost?

# How Much Does A Refurbished Surgery Table Cost?

The idea that history repeats itself could be validated by looking at budgets for Canadian hospitals. Yesterday, today, and probably tomorrow, we always hear about budget restraints and having to do more with less. Essentially, this is how Meditek came into existence in 1981. We saw that hospitals could save huge money on capital equipment if they didn't buy brand new. What they needed was:

- 1 To get more value out of their capital dollars
- 2 Have the same medical equipment returned to them in as-new condition.

Thus, Meditek came up with the revolutionary idea of **remanufacturing surgical tables**<sup>7</sup>, and we've been doing it ever since.

## Refurbished/Reconditioned/Remanufactured

What does this all mean?! When it comes to remanufacturing a pre-owned surgical table, there are a lot of similar-sounding words that companies use, all of which have a slightly different meaning.

"We sell *refurbished* surgical tables."  
"We sell *reconditioned* surgical tables."  
"We sell *remanufactured* surgical tables."

**REFURBISHED:** If a company *refurbishes* a table, think of it as getting a new paint job and tune-up for your car. It will look new, but the components and functionality of the car generally haven't been touched.

**RECONDITIONED:** For *reconditioning* a surgical table, think of it as that same car getting a front-end alignment in addition to a new paint job.

**REMANUFACTURED:** With *remanufacturing* a table, think of it as the same car getting a rebuilt transmission, new brakes, replacement of all worn parts, front-end alignment and paint job.

Depending on what word a company uses, not only will the price differ but also what you are getting in return. Make sure to ask what the company's process involves. If they are not willing to tell you specifically that worn items are not getting replaced, ask yourself why not.

## Remanufacturing Your Existing Table VS Buying a Remanufactured Table

If it's a Friday afternoon and you're already in weekend-mode, you may not have distinguished the difference between remanufacturing your existing table and buying one. That's okay – happens to everyone.

Two scenarios:

- 1 You have an operating room table that is breaking down or in need of repair, and the repair bills are piling up. Your capital budget doesn't have \$50,000 for a new surgery table, and you cannot justify throwing money down the black hole of constantly repairing it. What do you do?

Since your team is already familiar with your table and if it already meets your needs, the option of remanufacturing might be best.

## How Much Does A Refurbished Surgery Table Cost?

Because you are **remanufacturing** the OR table and not just refurbishing, you know that the table you get back is going to be in as-new condition and not just have a better paint job than it does now.

**2** The other option is to buy a remanufactured OR table. Maybe your table is a little outdated and it's time for an upgrade; or, maybe you still want the same model but your existing table is not worth remanufacturing. Whatever the case, buying a remanufactured table is a little more expensive than remanufacturing your own, yet still much cheaper than buying brand new.

### I want to remanufacture my surgical table – can I get a loaner table?

Another variable to consider is if you need a replacement table while you wait to get your table back. Do you have another backup table already? If not, it might be a good idea to ask the vendor for a loaner table. Some companies will have tables in stock, while others may not be able to accommodate this request. Meditek, for example, has on average about a dozen varying loaner tables in stock at any given time.

The average time to remanufacture a table is *4 to 6 weeks*, so if you use a backup table and could send in yours during a slowdown in cases to get away without a loaner, the cheaper it will be for you. With a loaner table, expect to possibly pay for the shipping there and back, in addition to a rental fee. The vendor might also require insurance.

### Current Table Condition

Just like everything else that needs repair, the current condition will dictate how much it costs to fix everything and the time it takes. A

table with floor locks that won't work correctly is different from a table that is leaking hydraulic fluid. You can have your table evaluated<sup>8</sup> to see what the best course of action is, as the table might not be worth fixing.



**InSight**<sup>®</sup>  
Equipment Assessments

On-site, thorough review of equipment of your choice by our expert technicians.

The image block contains the InSight Equipment Assessments logo, which features a magnifying glass icon over a gear and a hand icon pointing at a speech bubble. Below the logo are three small photographs: the top left shows a surgical table in a clinical setting; the top right shows a technician in a blue shirt working on a surgical table; the bottom left shows a technician working on a piece of equipment, possibly a table component.

### Warranty – A Telltale Sign of Workmanship

Any company that is willing to stand behind their work with an industry leading warranty on remanufactured equipment is stating, and proving, that the as-new table you get is of the highest quality. Getting extended warranty on remanufactured equipment may not be available. That's why it's so important to look at the warranty you get with it. This is another example of where all those "Re" options can affect the warranty.

Typically, a refurbished OR table might come with a 90 day warranty. As scary as it is, we have seen as low as a 30 day warranty from some refurbishing companies.



# How Much Does A Refurbished Surgery Table Cost?

A lot of times, this is a case of you get what you pay for. A reconditioned or remanufactured surgical table from most companies will typically come with a one-year warranty.

Remember to read the fine print. Does it come with parts and labour warranty, or just parts? Ask the questions that need to be asked, however insignificant or cumbersome they may seem.

- Is it a limited warranty? If so, which parts of the warranty are limited?
- Are there any parts that are not directly included in the warranty, whether it be limited or not?
- Is there a limit on the cost of parts and or labour that is covered?

Other companies go even further and offer two-year parts and labour warranties. These companies are very confident in their ability to remanufacture a table to as-new condition. With any type of refurbishing, reconditioning or remanufacturing, look for a company that has transparency and openness with their warranty.

## Table Technical Specs

In some of our other articles for *how much a general surgery table costs* and *how much an orthopedic table costs*, we talk about how the specifications you require for your table can affect the price. However, since one of the options we are talking about here is remanufacturing your existing table, you have an advantage in that you already know the specifications. Of course, for the other option of buying a remanufactured table, you would need to consider the specifications and features, assuming you buy a different model than what you had.

Here are a few more common ones to consider:

- Auto-drive
- Removable back and leg sections
- Back lit hand pendant control
- Kidney Elevator
- Return to level
- Top slide
- Manual override controls

## Table Longevity

Many years ago, you bought an expensive surgical table that is now a little unbecoming. The first instinct for many people is to start looking for a new table. Remanufacturing is a way to get more value out of your table

### ReNew



### Buy New



Renewing your table could you save almost \$30,000!

What would *you* do with an extra \$30,000?

\*\* This is for illustration cost savings only. Actual savings may be more or less.

# How Much Does A Refurbished Surgery Table Cost?

## Shipping in Canada

For remanufacturing your own table, some of you may think, “Well, I have to pay to ship it there AND back.” This is totally true. The table has to get to us, and we have to send it back to you. But even still, the cost savings that come with remanufacturing your table makes this irrelevant when you consider that this is going to cost you a maximum of \$500 round trip.

## Volume Discounts, Trial Periods and More

As with almost everything, the more you buy, the better the price gets – same thing with refurbishing or remanufacturing. If you have a fleet of tables, the price to refurbish or remanufacture each table decreases.

**Real example:** A major health authority is currently contracted with Meditek to have several dozen operating room tables remanufactured. To buy new, the cost would have been in the millions. However, they are literally saving hundreds of thousands of dollars by remanufacturing their tables all under the same contract.

If you are remanufacturing your own table, another cost that you are eliminating is that of a trial period. Your staff will already be familiar with it, so there is no need for evaluations and analysis.

Moreover, if the table comes back to you with a solid warranty, such as two years parts and labour, you really have nothing to lose.

There’s no shame in wanting a trial period for a table that’s not yours. After all, new, refurbished or remanufactured, there is still a significant cost. As a business, you have to know that you’re making good, calculated choices. If you do decide to remanufacture your table, there’s a good chance that you already have surgical table

accessories such as clamps, transfer boards, stirrups, drain bags and hoops, etc. Since it’s the same table, there’s no need to spend any extra on accessories. However, with the lower cost of remanufacturing, there may be some room left in the budget to upgrade a few accessories. Other questions to consider:

- What are the payment terms, such as net days, early payment discount, rebates, etc.?
- Is there a trade in credit available for existing equipment you may have?
- Do you require training? Is it included in the price? Is factory training included? What about manuals, videos, etc.?

## Cost of Refurbishing or Remanufacturing Your Surgical Table

Now that we’ve gone over the considerations for refurbishing or remanufacturing a surgical table, it’s time to discuss the cost. To reiterate, we talked about a few options – refurbishing your surgery table, buying a refurbished table, remanufacturing your own table, or buying a remanufactured table. With all four options, the price will greatly depend on the brand and model. For example, a Steris 3085 surgery table will be tens of thousands lower than a Skytron 6302, regardless of which quality level option you choose.

“The bitterness of poor quality lingers long after the sweetness of a lower price is forgotten.”

# How Much Does A Refurbished Surgery Table Cost?

REFURBISHING YOUR SURGERY TABLE	BUYING A REFURBISHED SURGERY TABLE	REMANUFACTURING YOUR SURGERY TABLE	BUYING A REMANUFACTURED SURGERY TABLE
Cheapest Option	30% - 50% less than remanufacturing the same table	Costs around 40% less than buying a remanufactured table	Costs around 40% less than buying a new table
Least value for your dollar		Addresses functionality and aesthetics	Addresses functionality and aesthetics
Does not address inner functionality			

Since all of these don't really answer the question very specifically, we've put together some ranges that you could expect to see:

	REFURBISH YOURS	BUY REFURBISHED	REMANUFACTURE YOURS	BUY REMANUFACTURED
Steris 3085	\$10,000	\$15,000	\$15,000	\$28,000
Steris 4085	\$12,000	\$20,000	\$18,000	\$35,000
Steris 5085	\$12,000	\$25,000	\$18,000	\$35,000
Skytron 6302	\$12,000	\$20,000	\$18,000	\$32,000
Maquet 1133 Alphamaxx	\$12,000	\$20,000	\$18,000	\$30,000

A grayscale background image of a medical professional, likely a doctor or nurse, wearing a white lab coat and a stethoscope. The professional is holding a clipboard and looking down at it. The image is faded and serves as a backdrop for the text.

# CHAPTER

# 3

## How Much Do Imaging Tables Cost?

# How Much Do Imaging Tables Cost?

Requests for imaging tables are very much less common than general surgery tables, but we've had more than a few over the last couple of decades. With the improving C-Arm technology, the demand for imaging tables seems to be on the rise.



Certain hybrid operating rooms call for different surgical table requirements. With the increasing demand for these special ORs, so have the demand for tables that are suited to its specific purpose.

From what we've seen over several decades of providing surgical tables to the Canadian healthcare market, it's safe to say that there are some major discrepancies when trying to figure out how much an imaging table costs.

Imaging table options vary from fixed height, no articulation to tables with a wide range of adjustments, such as trendelenburg, lateral tilt, etc. In this chapter, we're going to cover the basics of buying an imaging table, as well as some other things you may not have thought of to determine the actual cost.

## Major Price Factors for Imaging Tables

**TABLETOP COMPOSITION:** The main difference between an imaging table and a general surgery table is the tabletop composition. Imaging tables will have a carbon-based tabletop to facilitate the imaging process. Carbon fiber has several levels of quality. The higher the level, the less table interference will be and fewer artifacts appearing in the image.



According to the report *"X-Ray Equipment in Medical Diagnosis Part A: Recommended Safety Procedures for Installation and Use – Safety Code 20A"* from Health Canada, the other component in the tabletop is the **amount of aluminum**.

Normally imaging tables will have between 0.4 and 0.6 mm but must not have more than 1 mm (when measured at 100 kVp. If you're not doing procedures where full imaging is required, it may be in your best interest to buy imaging-friendly table accessories for your general surgery table.

**ARTICULATION:** Pay attention to this section. The more movements your table is capable of making, the more expensive it's going to



# How Much Do Imaging Tables Cost?

be. Here are some of the ideal movements and adjustments an imaging table should have:

- Height up and down
- Lateral tilt
- Trendelenburg/Reverse
- Slide (also known as longitudinal travel or float, extend or retract)
- Lateral travel or float

**TABLE MOBILITY:** How mobile is the table should you need to move the patient around for optimal C-Arm positioning? Does it have motorized controls for easier movement? Remember that a motorization also has its own costs, so the question becomes 'is motorized movement worth it'.

## Imaging Accessibility

If you're thinking of adding to your general surgery table, you might want to check the imaging accessibility first. Some general tables already have a base that is favourable to imaging, while others may not. One of the major features of an imaging table is the pedestal and cantilevered design. An important part of the functionality is the tabletop slide, as mentioned above.

**TABLE CUSHION/MATTRESS:** Typically, a general surgery table mattress is minimum 3 inches but can be upwards of four or five. Imaging table mattresses, on the other hand, are typically 2 inches thick but can be as thin as only 1 inch. Radiolucent and MRI compatible mattresses for imaging tables are only one piece of the

puzzle. Thickness (or thinness, depending if you're a glass half-full or half-empty person) is the other.

**WEIGHT LIMIT:** As with most surgical tables, the patient weight limit is another factor in cost. You will find that most imaging tables have a weight capacity of about 500 lbs. If you're looking for an imaging table that can handle more than 500 lbs, prepare to have your options cut down significantly, as there just aren't a lot out there.



## Purpose of the Imaging Table

You're probably thinking that this is a stupid question, but then you remember that a teacher once told you as a child that there are no stupid questions. While it's obvious that the purpose of an imaging table is to facilitate imaging procedures, what we're talking about here is the final destination and intent.

Is the table going to a Hybrid OR? Is it going to a general operating room? For hybrid ORs, the type of imaging table will probably be

# How Much Do Imaging Tables Cost?

a little bit higher end as you're already spending a few million on the room. Why not throw in another couple tens of thousands of dollars?

Likewise, if you're a smaller facility, you probably don't need such a fancy imaging table. As with all specialized equipment, it's great to have but if you're not using it and getting the most out of it, what's the point? How much budget does your caseload justify?

## New or Used Imaging Table Options

Another price factor is whether you want a brand new, out of the box imaging table or a used one. As is with new, you would be paying significantly more than if you bought a used or remanufactured imaging table. However, if you find a reputable surgical table manufacturer, you can get a used table that has been completely restored to as-new condition.

*Hint:* When looking at a remanufactured table, check the warranty. The warranty is an indicator of the quality.

## Imaging Table Accessories

The final price tag depends a lot on the types and quantities of imaging table accessories you want and need. Here is a list of some accessories and costs. Keep in mind that everything list would be imaging-friendly, such as carbon fiber:



Armboards	\$1,000 to \$2,000
Extensions (length & width)	\$12,000 to \$15,000
Clamps	\$2,000 to \$3,500
Stirrups	\$12,000 to \$16,000
Knee Crutch	\$800 to \$3,500
Radiation/X-Ray Shields	\$3,000 to \$5,000
Restraint Straps	\$100 to \$500
Gel Pads & Other Positioners	\$100 to \$1,000
Foot Controls	\$1,000 to \$5,000



## Other Cost Factors

Taking into consideration all that we've discussed up to this point, there are a few more very important factors to consider, which make up a less significant part of the final price. These include:

- Warranty
- Preventive maintenance
- Shipping and handling
- Training

# How Much Do Imaging Tables Cost?

## Warranty & Post Warranty

Warranties may vary between manufacturers and products. Here are a few things to consider when discussing warranty with your potential vendor:

- Length of warranty
- Limited warranty: Which parts of the warranty are limited?
- Included in the warranty: Is it parts and labour; parts only; or, labour only?
- Parts not directly included in the warranty, whether it be limited or not?
- Limit on the cost of parts and or labour that is covered?

Covering your asset with a good warranty will help bring down the overall lifetime cost and give you peace of mind at the same time.

When inquiring about the warranty, make sure to discuss the option of an extended warranty, if available. What happens when your table breaks down after warranty has expired? Do you know how much parts and labour will cost when there is no warranty to cover it?

## Preventive & Required Maintenance

As a value added service, some table suppliers may include a preventive maintenance package with the purchase of your new imaging table. Others may charge for it, while some may not offer it at all. Every table comes with OEM guidelines for when a table needs servicing and the tasks to complete. Are you spending an additional \$500 per year or \$1500 per year on required maintenance upkeep?

That could amount to several thousand dollars over the lifetime of the table.

## Shipping & Handling

Although seemingly trivial, shipping and handling charges could add significant or unforeseen expenses to your final bill.

- How much is shipping
- Who's going to uncrate it?
- What do you have to do with the shipping materials after the table is uncared?
- Is the table getting shipped to the receiving dock, or is it going to make its way to the final destination?

## Training for Your Imaging Table

You just spent however much on a brand new imaging table but don't know much about how it works. Are you getting a hands-on training expert to physically be there for you and show you, or are you getting a USB with a video? Is it extra to get someone to come out to your facility to train, or is it included in the price? What kind of training collateral comes with the table?



# How Much Do Imaging Tables Cost?

## Cost of an Imaging Table

For a moment, let's not take into account all of the costs that will eventually tally up and determine your real cost.

Let's just focus on the tables. To make it easily digestible, we've come up with the price chart below for standard imaging tables.

LEVEL	DESCRIPTION	COST
No Movement	Fixed-Height	\$7,000 - \$9,000
1 Movement	Height	\$8,000 - \$11,000
2 Movements	Height, Lateral Tilt	\$9,000 - \$12,000
3 Movements	Height, Lateral Tilt, Trendelenburg	\$11,000 - \$14,000
4 Movements	Height, Lateral Tilt, Trendelenburg, Slide	\$13,000 - \$17,000
5 Movements	Height, Lateral Tilt, Trendelenburg, Slide, Lateral Slide	\$18,000 - \$23,000
5 Movements (Float Top)*	Height, Lateral Tilt, Trendelenburg, Slide, Lateral Slide	\$25,000 - \$70,000

\*Note: Float top tables have the same 5-movement functionality but are hand-controlled for the precision and speed that are necessary in certain vascular procedures.

## Additional Resources

Meditek has provided Canadian healthcare facilities with surgical tables since 1981. Our capabilities include distribution of new Biodex tables (Canada-wide) and Skytron tables (Western Canada).

We also provide all makes and models of remanufactured imaging tables across Canada. Interested in learning more about this? Check out our blog articles:

**'A Complete Review of the Most Popular Imaging Surgery Tables'**

**'Best Imaging Surgery Tables Manufacturers in Canada - Fluoroscopy and C-Arm Table Brands and Models'**

## Ready to get pricing for your imaging table?

Customize your quote to reflect your needs

**Get Pricing!**

If you have any immediate questions about how much an imaging table will cost you, please call us directly at 1.800.567.8400.



# CHAPTER 4

How Much Does A Urology or Cysto  
Table Cost?



# How Much Does A Urology or Cysto Table Cost?

Since 1981, Meditek has been involved with providing Canadian healthcare facilities with all types of surgical tables. The majority are general surgery tables, but every few weeks, we get a request for the more specialized urology or cysto tables.

A lot of times, people ask us about the costs of accessorizing their general surgery table for urology-specific needs, compared to the urology and cysto table. Our answer is always the same question back to them: do you do a lot of urology procedures?

You have to be able to justify the need for a dedicated urology table; otherwise, you might want to consider outfitting your existing general surgery table for urology.



Now, bear in mind that you may have co-workers who want a fancy new toy and don't want to upgrade or outfit an existing piece of equipment. So you helpfully suggesting a cost-effective solution to outfit equipment you already have... may make you feel like the person who said "The teachers always hated me, even when I was the principal".

In order to give you the best idea of how much a urology and cysto table costs, it's a good idea to talk about the alternative as well.

## Urology/Cysto Table or Accessories?

As stated in the above paragraph, the first question to answer is how many urology and cystology procedures do you do? Is the table going to be dedicated to fulltime urology? If you are only doing a few procedures now, do you plan to increase the caseload in the future? Or perform new specialties or procedures that are cutting edge?



"First the doctor told me the good news: I was going to have a disease named after me". What do the trends in surgical cases tell you? Is there a way to foretell the need of a stand-alone urology table?

If you have an existing general surgery table you plan to outfit, is it compatible for imaging? Answering these questions first will determine the direction of your purchase.

# How Much Does A Urology or Cysto Table Cost?

## Considerations When Purchasing a Urology Table

Various factors affect the cost of the table.

**WEIGHT CAPACITY:** When was the last time you ran the numbers to find out the average weight of your patients? Do you need a table that can hold up to 500 lbs, or are you looking for something a little more robust with a bariatric weight capacity?

**RADIOLUCENT AREA:** Somewhat related to weight capacity is the overall area for imaging. Is the imaging area long and wide enough to accommodate the majority of your patients? You might need to purchase a radiolucent extension in addition. How much access for the C-Arm does the tabletop allow? What is the tabletop made of? Is it radiolucent? Is it carbon fiber, Fibersin™, or Phenolic?

## What Are Your Table Articulation Needs?

Buying a urology table means that you might not need the same articulations as a general surgery table. You probably don't need a table that goes as low as 20" and trendelenburg may not need to angle so much.

Some tables may not include all of the following articulations, and specifications may also differ:

- Tabletop slide from end-to-end
- Tabletop lateral tilt
- Trendelenburg and reverse
- Fowler positioning

More articulations and the better the spec of that articulation, will mean a significant difference in price from one table to the next.



## Urology Table Mattress Considerations

Surprisingly enough, we've heard from some customers in the past who have bought surgery tables that didn't come with a mattress included. When it comes to spending lots of money, never assume. Here are a few good questions to ask about the type of mattress you're getting:

- What is the thickness? There's a big difference between two and four inches.
- Is it standard foam or memory foam?
- Does it have a quality anti-shear four way stretch covering?
- How are the seams sealed? Are they welded shut? Infection prevention is one of the most important and liable issues these days.
- Is the mattress electrically conductive?

# How Much Does A Urology or Cysto Table Cost?

## Urology and Cysto Table Accessories

Being a more specialized table means that there's a more finite amount of accessories, which is good news for your budget.

Here is a look at some urology table accessories and pricing:

ACCESSORY	PRICE RANGE	PRICE NOTES
Stirrups with Cushions	\$3,000 - \$12,000	Depends on type, brand and weight capacity
Knee Crutch Stirrups	\$800 - \$2,000	
Drain Bag Frame/ Fluid Collection System	\$1,000 - \$2,000	
Drain Bags/Fluid Collection Bags	\$10 - \$20	Depends on quantity in box, sterile/ non-sterile
Arm Board with Pad	\$500 - \$3,000	Depends on standard, carbon fibre, width
X-Ray Grid	\$1,000 to \$1,500	
Cassette Tray	\$300 - \$600	
IV Pole	\$400 - \$600	
Table Radiation Shields	\$1,500 - \$2,500	
Patient Transfer Boards	\$300 - \$2,000	

## Importance of Table Composition & Ergonomics

One of the biggest differences in outfitting your existing table or buying a specific uro table is the table composition and how ergonomic to the procedure it is.

There's two attributes that an ideal urological table should have:

- 1 Be ergonomically shaped to provide C-Arm access in addition to surgeon access via perineal cutout
- 2 Be comprised of image-friendly material

Performing a lot of urology procedures with a non-urology specific table may become cumbersome and inefficient after awhile.

## The Administrative Side of Purchasing a Urology Table

Getting the right fit in terms of functionality and benefits is essential, but another very important part of the purchase includes the warranty, preventive maintenance, shipping and handling, training, etc.

## Warranty – What's Included and For How Long

When discussing warranty, here are a few things to consider:

- How long is the warranty for?
- Is it a limited warranty? If so, which parts of the warranty are limited?
- What is included in the warranty? Is it parts and labour; parts only; or, labour only?

# How Much Does A Urology or Cysto Table Cost?

- Are there any parts that are not directly included in the warranty, whether it be limited or not?
- Is there a limit on the cost of parts and or labour that is covered?

Covering your asset with a good warranty will help bring down the overall lifetime cost and give you peace of mind at the same time. When inquiring about the warranty, make sure to discuss the option of an extended warranty, if available.

## Post Warranty Paralysis

What happens when your table breaks down after warranty has expired? Do you know how much things will cost when there is no warranty to cover it?

With tables, some are going to have more expensive parts and be more complicated to work on, hence a higher hourly service rate and more service hours. Careful consideration now may mean the difference between fixing your table after the warranty runs out and buying a new one.

## Preventive & Required Maintenance

As a value added service, some manufacturers and distributors may include a preventive maintenance package with the purchase of your new urology table. Others may charge a small fee, while some may not even offer it as a service.

Every table comes with OEM guidelines for when a table should be serviced and what should be done. Ask yourself if you are

spending an additional \$500 per year or \$1500 per year on required maintenance upkeep, as that could amount to several thousand dollars over the lifetime of the table.



## Other FAQ for Buying a Urology Table

With so many variables affecting the final price, here are a few more that you should be asking every potential vendor.

- Did you agree upon a delivery destination? Is it going to the shipping dock or to the actual procedure room?
- Who is going to uncrate it? What will happen to the shipping materials?
- Is there a discount for volume purchases?
- How much is shipping going to cost?

# How Much Does A Urology or Cysto Table Cost?

- What are the payment terms, such as net days, early payment discount, rebates, etc.?
- Is there a trial period available?
- Is there a trade in credit available for existing equipment you may have?
- Do you require training? Is it included in the price? Is factory training included? What about manuals, videos, etc.?

## Cost of Uro Table VS General Surgery Table with Uro Accessories

After reading through this article, we hope that it has become clear as to which solution is best for you and your facility.

Going with a new stand-alone uro table, you could expect to pay anywhere **from \$30,000 to \$60,000**. In our experience, we've seen the average price to be around **\$55,000**.

Buying a remanufactured urology table or remanufacturing your existing urology table would be somewhat less. **The average price for a remanufactured table would be around \$25,000 to \$35,000**. A remanufactured table is a wise economical alternative, but if you do have to get new remember to borrow that extra money you need from a pessimist. He won't expect it back. Say that you just want to make your existing table urology capable; the cost would depend on the accessories you want.

But to give you an example, let's say you have a Steris 3085 table and wanted to make it urology capable. At minimum, you'd need:

some Meditek Remanufactured Allen Medical Yellofins® stirrups, a drain bag system, transfer board and IA extender. You'd be looking at **around \$10,000**.

## What is the Best Urology Option For You?

Answer just a few questions, and we'll find you the best fit!

**Discover Your Options Now!**

## Additional Resources

Meditek has provided Canadian healthcare facilities with surgical tables since 1981. Our capabilities include distribution of new Biodex tables and Skytron tables to Western Canada.

We also provide all makes and models of remanufactured urology tables across Canada. Interested in learning more about this? Check out our blog articles:

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**Best/Most Popular Urology and Cysto Table Manufacturers in Canada**

If you have any immediate questions about how much a urology table will cost you, please call us directly at 1.800.567.8400.



A faded background image of an operating room. It shows medical equipment like monitors, a patient warming unit, and a surgical table covered with white drapes. The text is overlaid on this image.

# CHAPTER 5

## How Much Does An Orthopaedic Surgery Table Cost?

# How Much Does An Orthopaedic Table Cost?

I received an inquiry from an OR manager who had been tasked with finding out the price of an orthopedic surgery table for their new operating room.

The inquiry went something like, “we would like to know how much an orthopedic table costs.” Immediately, I started asking some questions to get a better idea of which table would be the right fit for their facility when they stopped me and said that they were just looking for the final price of what the table costs.

I explained to them that I could give them a price tag number, but that number would not be accurate as a final price due to all of the pricing variables and factors that go with the investment of an orthopedic surgical table.



For example, the first question I asked was if they were looking for a stand-alone orthopedic table for their operating room or an orthopedic extension for a general surgery table. Not knowing they even had that option, that single question put tens of thousands of dollars on the table (no pun intended) to potentially use for other equipment.

As is with everything, the more specialized the equipment is, the less options you have. The same holds true for Orthopaedic tables. While the list of general surgery tables is long, Orthopaedic tables are limited in comparison. However, despite the lack of choice, the range of Orthopaedic tables can vary from **\$70,000 for a more basic model to \$200,000 for a ‘Rolls Royce’ table**. Meanwhile, an orthopedic extension with all the accessories may vary from **\$25,000 to \$60,000**. This chapter explains the majority of the costs to get an accurate quote for an orthopedic table.

## What Kind of Table Are You Looking For?

The very first thing you need to ask yourself is:

**Are you looking for:**

- 1 An orthopedic table that is specifically an orthopedic table?
- 2 An orthopedic extension to fit onto your existing general surgery table?

The answer to this question mostly depends on what procedures you perform. If it is a dedicated ortho room for some specific procedures, it would make sense to get a table that is specific to your work.

On the other end of the spectrum, if you do a mix of procedures, you may not need to go all in with such a substantial capital investment and could just get the extension kit.

# How Much Does An Orthopaedic Table Cost?

## Orthopaedic Procedures

The essential question is what procedures you currently perform. An even more important question is what procedures you plan on doing with your new Orthopaedic table. If all you do are hip replacements, you probably don't need a table that can do much more. But should you choose to expand your offering of procedures, try not to tie your hands by getting a table that cannot do what is in your future plans.



Here is a list of the more common Orthopaedic procedures to consider:

- Hip or Femur Fracture, including fracture fixation
- Tibial Fracture
- Tibial Nail Insertion
- Acetabular & Pelvic Fracture
- Thoracic & Lumbar Spine
- Hip arthroscopy & Resurfacing
- Anterior Approach Total Hip Arthroplasty (AATHA)
- T/L Spine Fixation

## Table Composition

Several factors dictate what goes into the composition of a table – stability and imaging are the two key things to consider. The table needs to be stable and firm, regardless of the positions the table and patient are put into. The composition of your table will determine the table's weight limit, with the average maximum permissible load being 350 lbs to 450 lbs. Should you operate on heavier patients, there are tables available that have weight limits of 1,000 lbs.

Many times, there is a need to do some imaging on appendages. Should your table be all stainless steel, it may mean time spent re-positioning the patient or changing over to non-metallic image-friendly extensions.

*Please keep in mind* - When looking at a table, pay close attention to the accessories, supports and items that are carbon fibre for imaging requirements.

## Table Movement

Now here are some premium features that may be of major importance or of no consequence at all, depending on which procedures you are performing.

- Lateral tilt
- Trendelenburg and/or reverse
- Adduction
- Abduction
- Table height

# How Much Does An Orthopaedic Table Cost?

## Powered and Mobile Functions

One major cost differentiator is whether you can make do with a table that is manual functions, or need one that has powered functions. Although few OEM's still offer a new manual table, there are a lot of refurbished manual tables available, such as the STERIS Orthovision. The cost savings is a big factor, and also surgeon preference is important to consider.

Another thing to think about is the time and energy you may save with powered functions. Some tables may have an auto-drive motorized transport feature available. If you will be transporting the table often, how important is it to you to have a drive feature?



## Patient Comfort

With any surgical procedure, patient comfort is key to patient happiness, and maybe even more so when it comes to Orthopaedic surgery. It's always a good idea to confirm that the mattress is included, in addition to the quality and thickness.

Are you getting a standard entry-level mattress with basic construction, or are you getting a premium quality mattress that

has anti-shear, multi-layered foam and pressure management construction? The difference may have unforeseen consequences or positives, such as patient reviews, or the cost of a replacement in just a few months.

## Table Lifespan

Buying an Orthopaedic operating table is huge money. You don't want to have to buy another one for a very long time. Orthopaedic tables should last 15 to 20 years. Make sure to ask potential vendors what the average life is of each of their tables.

Nevertheless, don't just take their word for it, either. Get references and ask them directly. Buying a \$100,000 table or a \$150,000 table may have a life-cycle difference of 10 years, for example.

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Curious about which ortho table is the right fit for you?



**DOWNLOAD our  
Orthopaedic Surgical Table  
Checklist**



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## The Unglamorous Part of Buying an Orthopaedic Table

We all want to talk about the bells and whistles. But don't forget that the warranty, extended warranty, preventive maintenance, shipping and training are all very important parts of the purchase equation.

# How Much Does An Orthopaedic Table Cost?

## Orthopaedic Surgery Table Warranty Questions

Know what your warranty includes, just as much as what it does not include. Know the difference between 'full' and 'limited'. Here are a few good questions to ask when talking about warranty:

- How long is the warranty for? Most often, tables come with a one-year warranty, but you might find something longer.
- Is it a limited warranty? If so, which parts of the warranty are limited?
- What is included in the warranty? Is it parts and labour; parts only; or, labour only? The follow up question to this is how much labour costs, if not included.
- Are there any parts that are not directly included in the warranty, whether it be limited or not? If there are parts not included, find out the price before purchasing because they were probably not included for a reason (hint: \$\$\$).
- Is there a limit on the cost of parts and or labour that is covered? When reading the warranty document, look for the words 'up to'.



\*\*\* Whether you are planning on buying extended warranty or not, it's always a great idea to ask about it. The extended warranty may turn out to be more favourable than you could have imagined at the time of purchase. Use testimonials from existing clients to validate whether you get it or not.

## Required and Preventive Maintenance

What do you need to do vs what should you do. The first thing you should have answered about required maintenance is if it affects the warranty. The second thing is if it's included in the warranty, or if it's extra. And finally, if it's extra, how much extra is it? For preventive maintenance, let's use the example of buying a car.



### Car A

Costs \$20,000

The maintenance schedule suggests that you bring it in every:

- **5,000 kms** for an oil change
- **12,000 kms** to change the air filter
- **48,000 kms** to change the transmission fluid



### Car B

Costs \$25,000

The maintenance schedule suggests that you bring it in every:

- **10,000 kms** for an oil change
- **20,000 kms** to change the air filter
- **70,000 kms** to change the transmission fluid

Looking at those numbers, you would probably think that you are getting a much higher quality vehicle for only \$5,000 more. More so than that, you are also getting less frequent interruptions, which may be of valued importance to you. In addition, make sure to check the cost of each preventive maintenance package.



# How Much Does An Orthopaedic Table Cost?

## Shipping and Handling

While negotiating your Orthopaedic table purchase, find out the whether the shipping goes to the receiving dock or to the operating room. A small, presumptuous detail like this could be cause for a headache when the table arrives. If the table is delivered right to the operating room, who will uncrate it and what happens to the shipping materials? Ironing out these fine details at the time of purchase will make the entire sales cycle go much smoother, leaving less or no room for unwanted cost variables or conflict.



## Additional FAQ for Buying an Orthopaedic Table

With so many variables affecting the final price, here are a few more that you should be asking every potential vendor.

- Is there a discount for volume purchases?
- How much is shipping going to cost?
- What are the payment terms, such as net days, early payment discount, rebates, etc.?
- Is there a trial period available?

- Is there a trade in credit available for existing equipment you may have?
- Do you require training? Is it included in the price? Is factory training included? What about manuals, etc.?

## Orthopaedic Table Accessories

Do you want the chrome rims and remote starter with your new car? Everything you want in addition to the base table is an extra cost. In some situations, you may not be able to perform certain procedures without accessorizing. If you already have accessories, check that they will fit your new table, or at the very least if there is a trade in value. Some of the more common Orthopaedic table accessories:

- Accessory Cart
- Sacral Rest with Pad
- Perineal Post with Pad
- Lateral Post Positioner
- Traction Extensions
- Armboard with Pad
- Traction Unit Assemblies with Padded Boots
- Universal Well Leg Support
- Traction Accessory Clamps
- Leg Transfer Board with Pad
- Andrews Frame Adaptor Kit
- Arthroscopy Knee Holder
- Pelvic Rest
- Shoulder Chair

# How Much Does An Orthopaedic Table Cost?

## Average Cost of an Ortho Fracture/Trauma Table

As mentioned throughout this article, basic and standard Orthopaedic tables can be \$70,000 to \$80,000, but a high-end specialized spinal table could be \$180,000 to \$200,000. Even at that, you might need to allow at least a few thousand more to cover off specialized attachments you may need



Add on shipping, a few small accessories, extended warranty, an upgraded mattress and you have just added \$10,000 to the price tag. If \$150,000+ is too much for your budget, consider an **Orthopaedic extension**.

The **average price is between \$50,000 and \$60,000** for a decent system. This makes even more financial sense if you already have a functioning general surgery table.

However, if you are planning on taking on a large Orthopaedic-specific caseload, the table investment will free up your general table for other procedures.

An alternative option to exhausting your capital budget on a new table is buying a remanufactured table for significantly less, **typically around \$35,000 to \$40,000**. In addition, you may already have an Orthopaedic surgery table that already fills your needs, yet is worn out and costing you lots in maintenance and repairs.

## BUYER ALERT

A very cost effective and financially sound option is to have Meditek remanufacture your table for you at around \$25,000 (on average). Learn more about this in the next chapter.

## What Can Meditek Offer?

Being Canada's leading surgical table remanufacturer, Meditek is in a unique position to offer multiple table brands. For new orthopedic tables, Meditek can offer the **Skytron Skytrax Ortho Extension**.

*Want to learn more about orthopaedic surgery tables? Check out this article:*

### The Best Orthopaedic Surgery Table Manufacturers - Fracture and Trauma Tables

We use our reputable background and decades of multi-brand experience in the surgical table market to present a review on the best orthopaedic surgery table manufacturers in a non-biased format.



# CHAPTER 6

How Much Does A Surgery Table  
Preventive Maintenance Program Cost?

# How Much Does A Surgery Table Preventive Maintenance Program Cost?

We've all heard the saying, "If it ain't broke, don't fix it." But not when it comes to surgical table preventive maintenance! Surgical tables are more complex than ever and have many moving parts in addition to a more computerized system. Parts are more complex and specialized than ever, in comparison to their predecessors.

In this article, we are going to discuss the different factors that influence preventive maintenance programs. At the same time, we'll also try to give you a better idea of what type of maintenance program is best for you.

## A Car Analogy...

If you've owned a car, you know that there are pre-determined intervals for changing the oil and filter. We all know what happens if you don't change the oil. Either the oil will become so dirty and old that it will damage the engine, or it will run out completely and destroy the motor.



The same applies to a surgical table. Performing preventative maintenance ensures that the table is properly adjustment, lubricated and calibrated. Regular check-ups and maintenance are essential for maintaining equipment in good working order. Investing a little in preventive maintenance results in reduced maintenance and overall operating room department costs.

As Rebecca Crossley, a level 3 Biomedical Technologist at Susquehanna Health, puts it:

**“Best tip that can be given with surgical beds is *clean* them from top to bottom and *lubricate* them everywhere you can, (wheels, locking mechanisms, foot levers). 99% of work orders could be avoided if these two things were done on PM’s”**

Source: <http://www.medwrench.com/?blogs.entry/blogEntryNo/33158/title/Preventative-Maintenance-Tips-for-Surgical-Tables/>

## Levels of Preventive Maintenance

The very first, and subsequently largest, factor that affects pricing is which level of preventive maintenance you choose, or which options you include in a customized maintenance plan. Before we dive into details, one item that we feel should be included in any preventive maintenance program you choose is detailed reports provided to you immediately following the PM visit.

Reports should include full details of:

- Any service work done to the equipment
- Any advisory items
- Any recommendations for future repair or replacement, including an estimate of remaining usable life
- Photos which show all of the above



Obviously, every company that does preventive maintenance will have different options and features, comparatively. Some companies will offer you a prepackaged plan, while others will give you the option to customize.

# How Much Does A Surgery Table Preventive Maintenance Program Cost?

Since PM plans vary across the board, we've decided to list out individual options as opposed to levels such as bronze, silver, gold, etc.

## Two Annual Maintenance Inspections:

- Typically two visits per year, approximately every 6 months apart, seems to be a good level of maintenance. If your equipment needs more than two annual inspections, it might be time to consider a more involved strategy of remanufacturing.

## One Annual Maintenance Inspection:

- Maybe you're in a facility that has a lower surgery caseload and twice a year is not necessary.

## Parts Costs:

- A good preventive maintenance plan will come with parts included. It may be a little more than a plan that only offers a discount on parts, but one minor part replacement would probably make up the difference.



## Labour Costs:

- Is labour included in the PM program? Considering that hourly labour rates are the major cost of a service call, find out if labour is included. At the very least, there should be a discount.

## Travel Costs:

- Are travel costs included in the plan? Is your facility within city limits, or is it rural? Determining travel costs, and if they

are included, ahead of time could save you significant money before the technician walks through the door.



## Multi-Vendor Capabilities

- A fairly important component is whether the service company is limited to only one manufacturer, a few, or is unlimited in its capabilities. Consider a company that can offer the convenience of being able to maintain all of your surgical tables as opposed to just a few.
  - For example, no one hospital will be the same as the next. If the health authority has procured the service company, each hospital has different tables. It's a good idea to confirm that the service company can work on the more common surgical table manufacturers.
- As a side note, with this consideration comes the question of company reputation and experience. Just like with all service industries, there will be the work-out-of-the-garage types in addition to established companies that have the infrastructure to handle larger demands.



# How Much Does A Surgery Table Preventive Maintenance Program Cost?

## Cost to Upgrade:

- Sometimes you can find a business that allows you to upgrade to a more comprehensive plan after a certain amount of time. Since you'll probably know ahead of time whether you plan to upgrade to a new plan or not, look for a maintenance company that offers you a discount on that upgrade.
  - Be aware that the equipment may need to have an evaluation to ensure that there are no pre-existing concerns.
- Generally speaking, more established service companies will have more than one service or maintenance option that focus on other things not included in the preventive maintenance program. Signing up for a PM plan may make you eligible to receive a handsome discount on these plans, such as an equipment assessment plan where the actual current condition of the equipment is assessed in detail that a PM plan can't give you.



companies about their response time to unscheduled service calls.

## Loaner Tables:

- Let's face it – sometimes bad things happen even though we take precautions. Once in awhile, we'll see the rare event of a surgical table under preventive maintenance break in such a way that a major repair is required. While the major repair probably won't be covered under a PM plan, you might be able to get a loaner table at no cost (other than shipping) while your table gets remanufactured.
  - Check with your potential vendors as there may be some stipulations, such as needing to be signed up to a comprehensive maintenance plan.

## Other Questions to Ask About PM Plans

While the above points are directly related to cost, we thought it important to include a few other non-cost points that might help you distinguish the value amongst the differing preventive maintenance plans.

## Responsiveness:

- Let's say that the technician finds a part that needs replacing on your surgical table, but they don't have the part on hand. How long is it going to take them to get it; and even more importantly, how long will it take to come back and fix it?
- We all know how frustrating and expensive it can be when something unexpectedly goes wrong. Ask potential service
  - Does the service company offer the ability to complete any potential follow up repairs required, or do they leave it up to you?
  - Does the company make the experience of its technicians readily available?
  - Does the maintenance work meet OEM recommended maintenance and safety standards?

# How Much Does A Surgery Table Preventive Maintenance Program Cost?

## Preventive Maintenance Plan Cost

Now that we know the main options available to us, let's talk about the cost of a PM plan.

*\*Keep in mind that these are based on a few selected options for illustration purposes.*

### STANDARD PLAN:

- Two annual inspections
- Parts and labour not included
- Meditek offers a 10% discount off parts, labour and travel for unscheduled service calls for any customers signed up with a PM plan.

Typically, we see the cost of these plans range anywhere **from \$750 to \$1,500**, depending on your geographical location and the volume of equipment being signed up.

### ALL-INCLUSIVE PLAN:

- Two (2) annual maintenance inspections
- Includes parts (some exceptions may apply depending on service provider)
- Includes service calls
- Includes travel

Costs for an all-inclusive plan can vary widely depending upon the service provider and their competence levels. Typically though, we would see that an all-inclusive plan costs are a minimum of **2x to 3x** what a Standard Plan costs, due to the fact that the service provider is now assuming full responsibility for the equipment.

All-Inclusive plans are not very popular with either the hospital or the service provider. For the hospital, it is a much larger investment, and you may very well not require a level of service and parts replacement that would justify the investment. For the service provider, this is also not a preferred option as it creates uncertainty and the potential for unexpected costs.

Additionally, vendors will typically require the equipment to be on a more basic plan for a period of time before they will take full responsibility for it. Remember, the above plans and pricing are simply a guide and a reflection of what we see from the marketplace; they do vary from vendor to vendor.

## Additional Resources

Since 1981, Meditek is proud to employ expert technicians, some with over 30 years of experience. Having started out as a family business, Meditek takes its reputation personal, and as such holds the responsibility of providing an exceptional customer service experience very close to the heart.

Meditek is constantly investing in its employees to make sure that they have the technical expertise to carry out preventive maintenance on surgical tables<sup>9</sup> from any manufacturer.

Want to know which plan would work best for you?

**FILL OUT A QUICK FORM  
TO GET YOUR BEST OPTION!**

 MENU

# CHAPTER

# 7

## How Much Do Arm Supports for Surgery Tables Cost?



# How Much Do Arm Supports for Surgery Tables Cost?

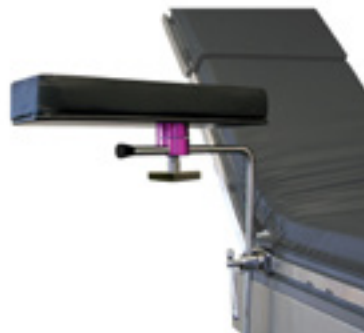
Arm supports are basically generic – so how could the price of arm supports be so different? That is a great question. When we think arm supports, the first thing to come to mind is a platform that fastens onto the side of a surgical table with a clamp, and has a pad on top. Pretty basic stuff. But...here's the thing: when you're looking for arm support pricing, the difference could be hundreds of dollars. To really nail down the question of how much arm supports cost, let's look at a few determining factors.

## What Purpose Do Armboards Have?

The primary purpose for arm supports is positioning. Poorly positioned arms can result in nerve damage for the patient. Even while performing shorter surgical cases, pressure points can develop on the patient's skin.

Let's not forget about patient comfort. It wasn't always that medical equipment was designed with patient comfort as a top priority, but nowadays, it is one of the most determining factors in medical equipment design (so much so that some manufacturers have special ergonomic programs that are incorporated into every product they sell).

In fact, according to a 2013 patent for arm supports, even within the last decade back surgeries were "being performed using a localize anesthetic. In the absence of an arm support, patients are placed in a prone position with their arms dangling down. As surgery progresses, the patient



becomes increasingly uncomfortable with his or her arms dangling down, which prompts the patient to attempt movement. Such movement during delicate back surgery can be hazardous to the health and safety of the patient<sup>10</sup>." Source: [google.com/patents/US8745790](https://patents.google.com/patents/US8745790)

## Types of Arm Supports

In order to narrow down the type of arm support you need, let's take a look at what is actually available.

**BASIC ARM SUPPORTS:** Your basic arm support consists of a pad on top of a platform that fastens onto the side of your surgical table with a clamp. Nothing fancy, but it will achieve a basic arm positioning.



**MULTI-TASK ARM SUPPORTS:** What kind of procedures do you perform? Think about the patient positioning involved in each procedure such as lateral, supine, prone and seated patient postures. Do you need all of these, or do you only perform back procedures in the prone position, for example?



# How Much Do Arm Supports for Surgery Tables Cost?

**HEIGHT ADJUSTABLE ARM SUPPORTS:** How confident are you that you may or may not need to adjust the height of the arm support? Remember that the more functionality you want, the more expensive the arm support will be.



**CARBON FIBER OR RADIO-LUCENT ARM SUPPORTS:** Do you need to perform any imaging after the patient is in the preferred surgical position? If this is the case, then perhaps a carbon fiber arm support is what you need. Keep in mind that these may need to be uniquely attached to a carbon fiber extension if the table does not have an imaging-friendly tabletop.



**EXTRA WIDE ARM SUPPORTS:** Performing surgery on a bariatric adult patient and a child are very different. Even with an arm support restraint strap, an adult bariatric patient's arm might not be secured enough on a regular arm support.



**SURGERY TABLE ARMBOARD MATERIAL:** If you're not specifically needing carbon fiber arm supports for imaging, inquire about the material used. A solid arm support will have cast aluminum and steel construction.

## BUYER ALERT

Being a healthcare facility in Canada, most likely you will have a popular North American surgical table. Be sure to check that the arm support you buy fits North American standard operating room table side-rails.

## Specialty Arm Support Systems

Two arm support systems that are really in categories of their own are the **Singer Starr Stacker**<sup>11</sup> and the **Krause Arm Support**<sup>12</sup>.

The Singer Starr Stacker is billed as the most innovative, cost-effective and safe solution available for lateral patient positioning". The stackable arm and leg cushions are grooved and contoured to independently support upper and lower extremities, in addition to a special armboard.





# How Much Do Arm Supports for Surgery Tables Cost?

The Krause Arm Support system uses an articulating post and a curved frame covered with a stockinette to suspend and cradle the upper arm, while the lower arm rests on a lateral arm support.

*\*Note: Sometimes it is spelled Kraus, whereas similar devices are called Kross arm supports.*



## Arm & Hand Surgery Tables

Arm and hand surgery tables differ from the generic arm support category in that their intent is to be more than just a positioning aid. This specialized surgical table accessory provides dependable stability and offers better access for the surgeon, when performing surgical procedures on the patient's arm.

Three main differentiators for arm and hand tables:

- 1 With fold-able leg support
- 2 Without leg support
- 3 Rectangle or hourglass shape

Most arm and hand surgical tables will be radiolucent and some will require two clamps for mounting to the side of the OR Table.

## Arm Support Accessories

How can a generic surgical table accessory have accessories? I know, right? But, it is true. Here are some of the accessories that you can get with or upgrade to:

**CUSHIONS:** Your generic arm support will probably come with a 2" cushion. Depending on your patients, you might want to upgrade to a 5" cushion.

- That being said, make sure to confirm that a cushion comes with the arm support at the time of purchase.
- Also, if you are really curious, ask about the quality and construction of the cushion.
- One important factor – is the cushion radio-lucent and electrically conductive?

**RESTRAINT STRAPS:** Securing your patient's arm will most likely require a restraint strap. Not only do you need to know the material of the strap but also the length and width. For example, a two-inch restraint strap might not be best suited for a bariatric patient.



# How Much Do Arm Supports for Surgery Tables Cost?

**CLAMPS, BRACKETS & SOCKETS:** You may already have what you need to clamp the arm support in place, but if you don't make sure that you get the proper locking mechanism. While some arm supports may require a Sure Clamp, others might need a Secure Lock Bracket or a Clark Socket.



**ARM SHIELD:** The standard dimensions of arm shields range from 8" to 10" in height by approximately 16" in length. The most popular version is made from Plexiglas, which is flexible and easy to clean. As an added comfort option, you can always get a re-usable viscoelastic polymer gel pad, which will greatly reduce the risk patient injury including decubitus ulcers caused by shear friction.

## Who are some of the main manufacturers of arm supports?

Pretty much every surgical table manufacturer will have arm supports as an accessory to their own tables, but so will after market manufacturers that look to make a one-size fits all. With so many options, we figured that it would be good to list the three most popular arm support manufacturers:

- Skytron
- Steris
- Maquet

## Cost of Arm Supports

The important thing is finding the right fit for you and your facility. Here are a few ranges on the different types of arm supports<sup>13</sup>.

Basic Arm Supports	\$400 to \$600
Multi-Task Arm Supports	\$900 to \$1,300
Height Adjustable Arm Supports	\$450 for Basic to \$1,900 for Multi-Functional
Carbon Fiber or Radio-lucent Arm Supports	\$1,200 to \$2,000
Extra Wide Arm Supports	\$900 to \$1,400
Sure Clamp	\$500 to \$700
Clark Socket	\$250 to \$400
Restraint Straps	\$30 to \$80
Basic Arm Protector without Padding	\$350 to \$400
Singer Starr Stacker	\$1,100 to \$1,300
Krause Arm Support System	\$1,800 to \$2,100
Lower End, Non-Carbon Fiber Arm/Hand Surgery Table	\$1,400 to \$1,700
Average Arm/Hand Surgery Table	\$1,800 to \$2,200
Higher End, Carbon Fiber Arm/Hand Surgery Table	Around \$5,000

*Please keep in mind that prices will vary by manufacturer, cushion or no cushion and if clamps are included.*

## Get a Quote for Arm Supports

**CLICK HERE**



# CHAPTER

# 8

## How Much Do Medical Cushions & Mattresses Cost?

# How Much Do Medical Cushions & Mattresses Cost?

The comfort that a medical mattress provides should be an important factor in the buying decision.

The first thing to do is determine the average length of time a patient is resting on a support surface and the average weight of the patient. Knowing these figures will give you an idea of the material and thickness that is best suited for your patients.



For example, if the average time is 3 hours and the average weight is 280 lbs, a standard 2" foam cushion will probably not be very comfortable.

In addition to patient comfort is patient condition. Are your patients in a condition where they are more prone to developing pressure sores or ulcers<sup>14</sup>? If they are, you might want to consider a higher quality, premium foam cushion that includes memory foam.

## Types of Closed-Cell Memory Foam and Density

	Low Density	Medium Density	High Density
Weight	3 lbs. per cubic ft.	4 to 5 lbs per cubic ft.	+6 lbs per cubic ft.
Quality	Soft	Blend of comfort, support, durability	Stiff
Price	Inexpensive	Reasonably priced	Expensive
Longevity	2-4 years	4-6 years	5-10 years

## Types of Foam Mattresses

Two main types:

1 Standard

2 Sof-Care



**STANDARD** medical foam cushions and mattresses are fairly basic, which may or may not include memory foam. To compensate for the absence of memory foam, some manufacturers use high-density foam, which is harder than normal foam, making the mattress stiffer and firmer. *\*Note:* The way to tell if a mattress has memory foam is if it immediately regains its original shape after pressure is taken off (i.e. press down with your hand and if your hand print stays there and slowly disappears, there is memory foam in that cushion).

Most standard cushions and mattresses will have an anti-skid feature and be electrically conductive, however you still probably want to confirm.

**SOF-CARE** cushions and mattresses offer a lot more in material stability and safety. These cushions will come with multiple layers of different types of foam. The bottom may have denser foam that prevents bottoming out, a middle layer made of medium-density foam, and a top layer of memory foam layer that conforms to the patient's shape. One of the most important features of premium foam mattresses is that they should have welded seams to ensure a fluid-proof barrier that prevents cross contamination.

# How Much Do Medical Cushions & Mattresses Cost?

## What Makes Memory Foam So Special?

WebMD gives us the origins of memory foam<sup>15</sup>. “First designed in the mid-1960s for NASA airplane seats, memory foam is made from a substance called viscoelastic. It is both highly energy absorbent and soft”.

Memory foam moulds to the body in response to heat and pressure, evenly distributing body weight. It then returns to its original shape once you remove the pressure.

## How to Best Match Hospital Equipment with Foam Cushions

The cost of hospital-grade foam mattresses will depend on what it's being used for. A surgical table cushion set will be different from a stretcher mattress. A cushion for an arm support is not the same as cushions for stirrups.

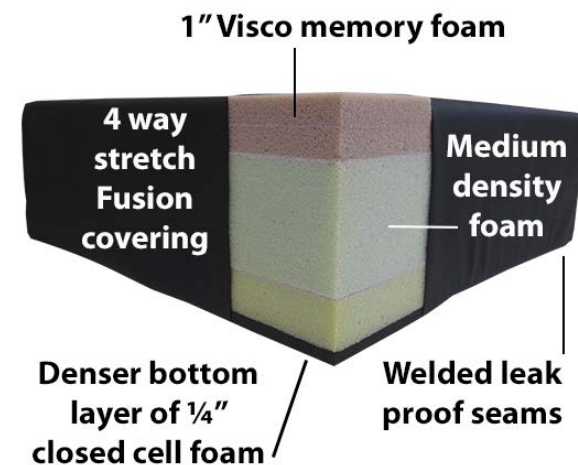
Here is a list of common medical equipment that requires foam cushion or mattress:

- Hospital beds
- Birthing beds<sup>16</sup>
- Surgical tables<sup>17</sup>
- Stretchers<sup>18</sup>
- Surgical table accessories<sup>19</sup>
  - Armboards and other arm supports, such as arm & hand surgery tables
  - Stirrups

## Foam Cushions & Mattresses for Different Manufacturers for Different Products

Here's where things get a little convoluted. Take surgical table cushions, for example. You have different prices for each different manufacturer because the shapes are going to differ in terms of manufacturing complexity.

Amsco or Steris cushions may be different from Skytron cushions. A mattress for a Maquet surgical table is different from a Berchtold mattress. Staying with surgical tables, maybe you only need a leg section cushion or body cushion. Or, perhaps you need the entire cushion set? Cushion thickness is another factor. Are you getting a 2" cushion, 3" cushion, etc.?



## Standard vs Sof-Care/Premium

Whatever the case may be, if you have to order cushions or mattresses for different brands, you might want consider a vendor that offers a multi-manufacturer offering. Otherwise, you may have to buy specific cushions from specific manufacturers for specific



# How Much Do Medical Cushions & Mattresses Cost?

products, as opposed to putting everything on one single purchase order. Likewise, every different supplier's foam and mattresses are going to be different from each other meaning you don't have that consistency across all your cushions.



## Other Considerations for Foam Mattresses

**FLAMMABILITY:** It is very easy to assume that, since you are buying a medical mattress or cushion from a medical equipment company, the mattress will come with Health Canada approved flammability requirements<sup>20</sup>. If your facility exercises stricter controls, you can look for mattresses that conform to California technical bulletins TB 121<sup>21</sup> or TB 129<sup>22</sup>.

**ANTI-MICROBIAL AGENTS:** As an added protection, look for foam with anti-microbial properties that defend against odour-causing bacteria.

## Mattress/Cushion Patches

Anyone working in the Canadian healthcare industry knows that budget restraints are always an issue. Sometimes, this forces us to look for temporary solutions that are cheaper up front, although it doesn't necessarily provide a long-term solution.

This is the case with mattress and cushion patches. We think that we are saving money and extending the life, and therefore value, of the mattress by giving it a band aid solution.

There are advantages and disadvantages to putting a patch on your mattress.



### ADVANTAGES:

- Can immediately continue to temporarily use the cushion or mattress
- Patches are fairly inexpensive

### DISADVANTAGES:

- Best case scenario, they should only be used for a maximum of 3 weeks. This will depend on usage.
- Chances of mattress contamination increases
- Chances of patient infection increases
- Need to have on hand for it be to time effective
- Will need to replace the mattress all the same

At the end of the day, once your mattress is compromised, it's time for a new one. Using mattress patches will add to your total cost once you buy a replacement mattress. Individual patches may range from \$15 to \$25, depending on size and quality.

# How Much Do Medical Cushions & Mattresses Cost?

## Hold Onto Your Seat – Time for Cushion and Mattress Pricing

Finally, we arrive at the pricing for mattresses and cushions. Since there are a ton of options, we're going to try to sum it up as concisely as possible, in terms of standard, Sof-Care and thickness.

*\*Please keep in mind that the below prices depend on brand and type of specific equipment.*

### SURGICAL TABLE SETS:

Standard 2"	\$350 - \$600
Sof-Care 2"	\$700 - \$900
Standard 3"	\$450 - \$650
Sof-Care 3"	\$900 - \$1,200
Standard 4"	\$450 - \$650
Sof-Care 4"	\$900 - \$1,200

### STRETCHERS:

Standard 3"	\$450 - \$550
Sof-Care 3"	\$750 - \$900
Standard 4"	\$500 - \$600
Sof-Care 4"	\$800 - \$1,000

### SURGICAL TABLE ACCESSORIES:

Arm & Hand Surgery Table	Standard 2"	\$150 - \$200
Arm & Hand Surgery Tables	Sof-Care 2"	\$350 - \$550
Armboard	Standard 2"	\$125 - \$150
Armboard	Sof-Care 2"	\$150 - \$200
Yellofin® Stirrups	N/A	\$750 - \$900
Non-Yellofin® Stirrups	N/A	\$500 - \$700

*\*Yellofins® is a registered trademark of Allen Medical Systems, Inc.*

Want to know how much your cushions will cost?

**FILL OUT A QUICK FORM TO  
GET YOUR QUOTE!**

## Additional Resources

Since 1981, Meditek has been in an advantageous position of being able to offer foam cushions and mattresses from just about any manufacturer.

In fact, we only sell top quality support surfaces and would never jeopardize the safety of staff or patients with inferior products. Our pride resides with our long-standing belief in providing the best customer experience possible, as well as our strong foundation as a family business.

The background of the slide is a grayscale photograph of surgeons in an operating room. The surgeons are wearing masks, caps, and gowns, and are focused on a surgical site. The lighting is bright, typical of an OR. The text is overlaid on this image.

# CHAPTER 9

## How Much Do Medical Gel Pad Positioners Cost?

# How Much Do Medical Gel Pad Positioners Cost?

Not too long ago, I received a phone call about a leaky gel pad and the person on the other end was less than happy. Immediately, I knew something was wrong because the gel pads we sell do not leak.

It turns out that the gel pad was a water based gel pad with an internal enclosure that leaks if punctured. The person was familiar with our line of **Relaxa Gel** pads and positioners and thought that this one had come from us. I assured her that it did not. The customer mentioned that it was somewhat defeating the purpose having a breakable gel pad when cuts and rough handling of gel pads are commonplace in the OR.

This is where Meditek sets itself apart from the rest. We know from experience that customer education is vital to a trusting long-term relationship, which is what Meditek values.

## Types of Patient Positioning Gel Pads

Not all gel pads are created equally. In fact, there are more types out there than you probably would have imagined.

- Soy based gel pads
- Water based gel pads
- Silicone based gel pads
- Foam positioners surrounded by gel



## Which medical gel pads are the best?

While there is some debate about which gel pads are better, there are a few characteristics that are undeniably essential:

- **LATEX FREE:** Super important as latex allergies can be severe.
- **HEATING & COOLING ABILITIES:** Most gel pads can do both, but you should double-check the maximum temperatures. In addition, check to see if the state of the gel changes due to either hot or cold temperatures.
  - On a side note, all gel will have a melting point and some will have a flammability point. These are two different concepts. For example, while one gel pad may start melting at 150°C but not start on fire, other gels may not ignite easily but will burn continuously if exposed to open flame.
- **LEAK & TEAR-RESISTANT:** Almost every gel pad manufacturer will tell you that their gel pads do not leak (high viscosity). However, there have been claims by numerous manufacturers of some water-based gel pads leaking when suffering a deep cut (see first paragraph).
- **WILL NOT ABSORB LIQUIDS OR ODOURS:** This is very important, as you will want to reuse your gel pads over and over again to get the most value out of them. As soon as there is absorption, the gel pad will be compromised and unsafe.
- **X-RAY TRANSLUCENT/RADIO-LUCENT:** The majority of manufacturers make medical gel cushions radio-lucent as a standard practice. But buyer beware; there are still some that are not, so it's always good to confirm.
- **REDUCES SHEAR:** Some gel pads will mimic fatty tissue and move with the patient to reduce shear and help prevent pressure ulcers.
- **DOES NOT BOTTOM OUT:** Buying a gel pad that bottoms out defeats the entire purpose of using it.

# How Much Do Medical Gel Pad Positioners Cost?

Some of the issues we have heard about with medical gel pads include:

- Water evaporating over time, which may change the composition of the gel, such as stiffening or cracking
- Allergies to silicone
- Gel pads with foam inserts not being flexible enough
- Gel pads not returning to its original shape (low elasticity)

---

“ The mere existence of a pressure ulcer is often viewed as physical evidence of medical negligence. It is widely recognized that intraoperatively acquired pressure ulcers expose nurses, surgeons anesthesiologists and institutions to significant litigation risk.”

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## Gel Pads Sizes, Shapes and Uses

When it comes to pricing out gel pads and positioners, the possibilities are many. Not only are there specific gel pads for specific body parts, but there is also varying shapes and thicknesses.

There's too many to list specifically in this chapter, but you can always check out our line of Relaxa Gel pads and positioners<sup>23</sup> to get an idea of what is available on the market.

Here are the more popular categories:



- Arm gel pads and positioners
- Bariatric gel pads and positioners
- Foot and heel gel pads
- Head gel pads
- Sand bag gel positioners
- Table gel pads

## Factors Affecting Price of Gel Pads

As mentioned previously in the article, the composition of the gel pad positioner will have a big influence on price. Expect lower quality silicone gels to be cheaper than a high quality soy-based gel, of which the same goes for water-based gels.

**GEL PAD WARRANTY:** While doing your research on which gel pad manufacturer to buy from, check the warranty. This will give you a good idea of the quality. Most manufacturers will give you a two-year warranty, but there are a select few that will offer a lifetime warranty.

**BUY BULK:** Although a somewhat obvious way to pay less, nevertheless it should be mentioned. Buying one gel pad at a time will result in higher shipping costs. Try looking for gel pad promotions and take advantage to stock up for the year.



# How Much Do Medical Gel Pad Positioners Cost?

## Cost of Gel Pads and Positioners

In the interest of efficiency, we are going to list out the more popular gel pads and two examples of prices for each.

Arm Gel Pads & Positioners			
470-0920-0080	Small Standard Armboard	15" x 4" x ¼"	\$80 - \$100
470-0920-0081	Large Standard Armboard	25" x 5" x ¼"	\$155 - \$170

Bariatric Gel Pads & Positioners			
470-0920-0125	Medium Bariatric Knee Crutch Pad	17" x 11" x 1"	\$225 - \$240
470-0920-0127	Large Bariatric Knee Crutch Pad	20" x 20" x 1"	\$385 - \$410

Foot & Heel Gel Pads			
470-0920-0070	Clam Shell Heel Protector	N/A	\$125 - \$145
470-0920-0071	Heel Cup Pad	N/A	\$90 - \$100

Head Gel Pads			
470-0920-0016	Pediatric Donut Head Pad	5½" OD x 2¼" x 1¼"	\$130 - \$150
470-0920-0017	Adult Donut Head Pad	8"OD x 3" x 1¾"	\$160 - \$185

Positioner Gel Pads			
470-0920-0039	Medium/High Flat Bottom Chest Roll Positioner Pad	16" x 6" x 6"	\$515 - \$535
470-0920-0041	Long/High Flat Bottom Chest Roll Positioner Pad	20" x 6" x 6"	\$675 - \$700

Sand Gel Pads			
470-0920-0099	Rectangular Sand Bag	12" L x 4½" W x 2" H	\$145 - \$165
470-0920-0101	Rectangular Sand Bag	14" L x 5" W x 2½" H	\$145 - \$165

Table Gel Pads			
470-0920-0007	3/4 Table Pad with Cutout	46" x 20" x ½"	\$480 - \$500
470-0920-0009	Foot Section Table Pad	20" x 20" x ½"	\$275 - \$295

## Additional Resources

One of Meditek's biggest advantages is that we are able to source the best equipment and products from around the globe without brand restriction. More than a few years back, we heard our customers telling us that about the unsatisfactory quality of gel pads that they had been purchasing. Using their expertise as guidance, we developed and offered our own line of gel pads – **Relaxa Gel**.

We always encourage our customers to use us as their medical equipment encyclopedia. With over 30+ years working in the Canadian healthcare industry, it's safe to say that we know a thing or two about medical equipment.

Download our  
Relaxa Gel  
Brochure now!



MENU

A grayscale photograph of a surgical team in an operating room, with a teal square highlighting the chapter number '10'.

# CHAPTER 10

## How Much Does A MedSurg Hospital Bed Cost?

# How Much Does A MedSurg Hospital Bed Cost?

Through all our years of supplying medical equipment to Canadian healthcare facilities, there is one particular piece of equipment that seems to evolve faster than most others, comparatively – the MedSurg hospital bed.

There could be several reasons:

- Manufacturers are driven by the fact that hospitals buy medical/surgical beds in large numbers every ten to fifteen years
- The upgrades don't significantly affect the bottom line
- There are enough manufacturers to make it a competitive market
- The length of time a patient stays in a hospital bed is one of the major healthcare costs a hospital has to deal with, resulting in the need and want for beds that will facilitate a faster recovery time



Whatever the reason, or combination of reasons, the question of how much a MedSurg bed costs can be perceived in two ways:

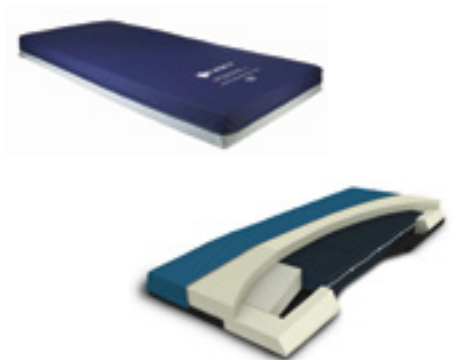
- ① How much it costs for just the MedSurg bed with a mattress and possibly a few accessories
- ② How much it costs to not have the right fit for your facility

Both questions are equally important, as we will show you in this chapter.

## Bed Frames, Mattresses and Beyond

You know the saying, “You can't have one without the other”? That is bed frames and mattresses. Obviously, you can't have a patient lay on a bed without a mattress, just as much as a patient can't lay on a mattress on the floor. But you can purchase them separately or together, and that will greatly affect the cost.

Alternatively, perhaps you don't like the available mattress options for the bed frame you want? If you go with a new bed frame, maybe your existing mattresses are compatible?



# How Much Does A MedSurg Hospital Bed Cost?

**BED FRAME FUNCTIONALITY:** Most bed frames are similar in nature, with the majority of variation in the features and benefits. For example, most will offer an open architecture design, but how many offer a frame-based lateral tilt (as opposed to mattress-based)?

Let's dive into what differences you will come across with hospital bed frames (in the form of questions):

- Does it have a *sit-to-stand*<sup>27</sup> feature?
  - Does it have control panels or a touchscreen?
    - How many does it have, and where are they located?
    - Is there a separate supervisory master control panel?
    - Alternatively, does it come with a separate patient hand control?
    - How many one-touch positions does it have? Does it have the ability to lock out some, or all, patient controls to avoid any undesirable bed movement?
  - Do the side-rails comply with Health Canada's Adult Hospital Beds: Patient Entrapment Hazards, Side Rail Latching Reliability, and Other Hazards<sup>28</sup> final Guidance Document?
  - Is there an integrated scale & multi-zone bed exit alarm?
  - Can you plug in accessories via outlets on the frame?
    - Does it have a battery backup in case of power outage?
  - Does the bed frame incorporate a storage space?
  - Can the bed length be extended to accommodate taller patients?
- Is there a brake alarm and is it audible?
    - Is the brake system central locking?
    - Do the brakes automatically lock after a certain period of time in the event the caregiver forgets to lock them?
  - Is the bed frame controlled completely by hand controls or control panels, or can it also be controlled with foot pedals?
  - Does the bed have a fifth wheel to make maneuverability easier and patient transfers smoother?
  - How do the ergonomics and frame material/composition play into infection prevention?
  - How big are the castors?
  - Can the sleep deck, headboard and footboard all be easily and quickly removed without tools for cleaning and maintenance?
  - Does it have IV pole sockets? If so, how many?
  - Is there a CPR quick release system?



# How Much Does A MedSurg Hospital Bed Cost?

**MATTRESS FUNCTIONALITY:** Likewise, the type of mattress you buy, in addition to its functionality, will alter the cost.

Let's start with type of mattress. The main two options are:

- Prevention foam
- Is it viscoelastic foam, also known as memory foam?
- Is it convoluted foam, also known as egg crate or acoustic foam?
- Integrated air

Features of different types of mattresses (please note that a mattress may possess one or a combination of these):

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**SELF-ADJUSTING CYLINDER SYSTEM:** Provides proper pressure redistribution to reduce interface pressures by dynamically adjusting to body weight and movement

---

**OPEN CELL TECHNOLOGY:** Removes body heat at a greater rate than conventional foams providing a cooler, drier experience for the patient

---

**INFUSED GEL TECHNOLOGY:** Works in combination with SMT to allow envelopment and support on a micro level to enhance patient comfort and satisfaction and maintain ambient temperature and provide a localized cooling effect on the skin

---

**DEEP CELL DESIGN:** Air-tight bladders that run laterally across the mattress provide patient immersion and envelopment

---

**SURFACE MODIFICATION TECHNOLOGY (SMT):** Alters the mattress (by pattern, size depth, spacing and location) to maximize pressure redistribution and protect the most vulnerable areas of the body

---

**MATTRESS COVER:** Does it have the ideal 4-way stretch cover and 3-dimensional sculpted envelopment layer, or a lesser 2-way stretch?

---

Next, it's important to understand the possible functional features a mattress may have. Here are some examples in the form of questions:

- If a mattress has self-adjusting air cells, how many does it have, and does it have dedicated ones for the foot/heel section?
  - Or, does it have some other type of extra protection in the foot area, like extra padding or a sloped descent?
- Is it powered or non-powered? What are the differences in capabilities?
- Does it have a control unit provides micro-climate management and alternating pressure?
  - If it has, can it adjust therapy cycle times and comfort control settings?
  - Can the control unit lock out unauthorized people?
- If it comes with a control unit, does the control unit have a quiet mode for when the patient sleeps?
- Can it alternate pressure and self-adjust without a control unit?



# How Much Does A MedSurg Hospital Bed Cost?

- What is the maximum weight capacity?
- Do you require that the airflow design directs micro-climate airflow at the level of the patient's skin?
- Does the mattress come with a CPR button? Is it one-touch?
- Will the mattress automatically adjust pressure levels in the seat section when the head of bed is raised above 30 degrees, providing additional support for the sacral area?
- Does it have a max inflate mode?
- How thick is it?
- Does it have a constant low-pressure (CLP) feature where pressure at the selected level automatically maintains and adjusts, helping provide optimal pressure redistribution when a patient moves or is repositioned on the mattress?
- Does it allow functionality control via a touchscreen or control panel? If so, how many are available and where are they located?
- How does the design of the mattress affect cleaning and disinfecting?
- Does it have a bed exit system (if not on the bed frame)?
- Is there an option for an integrated x-ray cassette to facilitate portable x-ray procedures?
- Does the mattress include a backup for emergency power outage situations?
- Is the mattress one solid piece, or does it have breaks or articulation cuts to relieve pressure when the head part of the bed is elevated?
- Does it integrate with the beds controls.

## MedSurg Bed Accessories

As with most products, the more you accessorize, the more it's going to cost you. However, this is where you need to do your due diligence. Some manufacturers could offer you a simple bed where you have to accessorize everything, whereas other manufacturers may offer those accessories as a standard feature.



Here is a list of some MedSurg bed accessories:

- Various types of mattresses
- Scale
- Defibrillator Tray
- Bed Exit Alarm
- IV Poles
- O2 Bottle Holder
- Hand Control
- Bed Extender with Pad
- Pump Holder
- CPR Board & Bracket

# How Much Does A MedSurg Hospital Bed Cost?

## The Cost of a MedSurg Bed with Mattress

This is a two-part answer. First, you have to consider the price of the bed frame. On average, and again depending on functional range, a typical **basic MedSurg bed frame will usually cost between \$4,500 and \$7,000**. For more specialized MedSurg bed frames, expect to see **upwards of \$15,000**.

While mattresses for MedSurg beds are also dependent on functional range, perhaps the more important factor is composition. A **standard foam mattress will start around the \$400 to \$1,000** range. When you start getting into integrated gel, air and other advanced composition designs, the cost of the MedSurg mattress would be around the **\$1,200 to \$4,000** range.

## The Cost of Not Having the Right MedSurg Bed

As a MedSurg bed's functionality can indirectly affect other costs, it's important to consider as a factor.

### Scenario 1

For example, let's say you have to choose between Bed A and Bed B, where Bed A is \$500 cheaper than Bed B. Since you're buying 50 beds, the cost adds up pretty quickly.

In fact, there's a significant \$25,000 difference between Bed A and Bed B on that purchase.

From a first glance financial point of view, a lot of people might look at that and say great – they're going to save their facility \$25K to be

used elsewhere. But what hasn't been factored in is the cost of not having the right fit.

Bed A is fine and dandy. It holds the patient in place, articulates, has powered drive, etc. However, what it doesn't have is a feature where the bed allows the patients to go from a sitting position to a standing position without any nurse assistance.

Studies have shown that patient satisfaction and recovery are both intertwined with the ability to get out of bed and walk around. Faster recovery equals less time a patient is holding up a bed for someone else.

### Scenario 2

Here's another example. So, you just saved \$25,000 by going with 50 Bed A's. Awesome.

For argument's sake, a patient gets out of bed twice per day. At 50 beds, twice per day, over the course of a 10-year lifetime (3,650 days), your nurses will have helped patients out of bed 365,000 times.

Out of those 365,000 times, let's say that even just two of those times results in a back injury to a nurse.



# How Much Does A MedSurg Hospital Bed Cost?

Statistics tell us there are a lot more nursing related injuries than that but that's another topic that could consume several articles! This is going to cost more than the average back injury, both directly and indirectly.

Market information tells us that the **average nursing related injury costs between \$10,000 and \$15,000.**

To conclude, if an injury is claimed only two times out of 365,000 times, the initial savings is gone.

A Few Possible Direct Costs	A Few Possible Indirect Costs
Worker's Compensation Premiums	Lost/Decreased Productivity
Case Management	Time to go to Medical Appointments
Medical Costs for Surgery, Medicine & Rehabilitation	Administrative Costs
Damage to Equipment / Property	Additional Overtime Pay
DME or Ancillary Aids	Time to Replacement Hire
	Interviewing and Training New Employee
	Higher Worker's Compensation Premiums
	Reputation Loss
	Managerial Costs due to Accidents
	Loss of Employee Time Associated with Assisting with the accident
	Loss of Employee Morale
	Slowed Work Pace due to other fear of injury
	Attorney Fees

## Conclusion

When looking at buying new MedSurg hospital beds, it's always a good idea to look at the whole picture, both short term and long term. Are there bed frames that do the work of the mattress, therefore allowing you to save money on mattresses? Is the difference in price going to be so great that it negates potential costs down the road?

If anything, we hope that this chapter allows you to make a more inclusive decision when looking to purchase MedSurg beds.

## Additional Resources

Meditek is the exclusive Canadian distributor for Linet hospital beds<sup>29</sup>. Linet is a major manufacturer of hospital beds in Europe, having won the Award for Design Excellence multiple times. Linet beds are considered to be the fastest growing in North America. This is partly due to their simplicity and exclusive frame-based turn assist and lateral therapy<sup>30</sup>, in addition to the MobiLift feature<sup>31</sup>.



Linet's Eleganza 3 & Multicare Beds

[Learn More](#)



# CHAPTER 11

How Much  
Does A General Purpose Transport  
Stretcher Cost?



# How Much Does A General Purpose Transport Stretcher Cost?

The patient transport stretcher<sup>40</sup> has come a long way. Advancements in technology, functionality and specializations have also increased the costs of transport stretchers. We've been remanufacturing and selling new stretchers for decades and have seen a significant transition take place in terms of what stretchers can do. With this chapter, we will give you the information you need to know when purchasing a transport stretcher, including the cost.



Chair Stretcher from 1868

Medieval Stretcher

## What is the purpose of the transport stretcher?

The first question to answer is what you want the stretcher to do. A few years ago, a transport stretcher did only just that – transported patients. With advances in medical equipment technology, transport stretchers can now do a multitude of things and boast many more features than previous versions.

So the question is, what do you want it to do? What are your needs? Is the stretcher going into a specialized area, or is it just for general purpose? What is the size of your facility? The bigger the facility, the more likelihood that you would find a more comprehensive stretcher useful. Once you've answered those questions, it's time to move to the next set of criteria.

One very important thing to point out is the difference between pure transport stretchers and specialized transport stretchers. A lot of manufacturers will have a basic transport stretcher and a trauma or emergency stretcher. Since they can all be used for patient transport, we are including them in this article.



## Manual Stretcher or Powered Stretcher

Manual stretchers function completely by hydraulics, whereas a powered stretcher can be a combination of hydraulic and electric.

A powered stretcher may be that it has a drive mechanism, or it could be that it also has powered functions, such as patient positioning.

While powered sounds great, remember that there are other costs associated with it. Powered stretchers will need recharging. With the increase in electric functionality, there will be more parts involved, as well as parts that are more expensive. Apart from manual, hydraulic functioning and powered stretchers, there's also the type of transport stretcher at the other end of the spectrum – the basic, minimal functionality, bare bones stretcher.

## Stretcher Functionality

Here is where we get in to the finer details of what defines a stretcher's worth and value. There is a lot to go over, so let's jump right in.



# How Much Does A General Purpose Transport Stretcher Cost?

**WEIGHT CAPACITY:** Most transport stretchers will have an average weight capacity of around 500 to 550 lbs. The more basic stretchers have less capacity at around 250 to 350 lbs. As quality, specialization and functionality increase, so does weight capacity. That's when you start seeing the few transport stretchers that have max weight limits of 700 to 750 lbs.

**BRAKING SYSTEM:** The brakes on a stretcher differ from manufacturers depending on two things:

- The location of the brake pedals
- Whether the brake pedal only activates certain brakes or all of the brakes simultaneously

Some stretchers will have separate brake pedals while others will have a single brake bar, which extends lengthwise along the stretcher, giving fuller and easier access to the brake system. For the stretchers that have brake pedals, they can be either located at the head and foot end, or at the sides of the stretcher. Some manufacturers will have an option to add more brake pedals to all four sides of the stretcher.



**FIFTH WHEEL:** Most stretchers nowadays come with a fifth wheel, located in the centre underneath the stretcher, which helps steer and turn the stretcher, in addition to providing a less bumpy ride for

patients. However, most basic versions will not have a fifth wheel, as they mostly entail a basic frame, wheels, side-rails and mattress.



**LOW HEIGHT:** The importance of the low height capability of the stretcher depends a lot on your patient demographics. For example, if your facility only treats children, the low height specification carries more importance. Alternatively, perhaps the majority of your patients are elderly.



**CASTORS:** The size of castor you want will somewhat be influenced by several things:

- The weight load that will be used on the stretcher
- Surfaces with a higher pushing resistance (i.e. carpet)

In either of these situations, the larger the castor (i.e. 8" vs. 6"), generally, the easier it is to transport the stretcher. However, an important consideration with castors in addition to just size alone

# How Much Does A General Purpose Transport Stretcher Cost?

is the quality. There is a huge discrepancy in cost for quality vs less quality.

The quality of the castor will affect two things:

- 1 Price (which is tied to brand)
- 2 Weight capacity

Cheaper, generic castors will definitely help with your budget, but they may end up causing you more issues later on. For one, you won't have the confidence and trust that the castor is not going to break or malfunction sooner. Secondly, when a castor breaks, the stretcher is out of use, meaning that it's now inconveniently costing you more indirectly.

A few castor manufacturers are recognized as the leaders. These castors may cost you more, but the quality pays for itself. Prices for castors can range between fifty and a few hundred dollars.

Castor weight capacity is influenced by quality of material and size – not all 8" castors will have the same weight capacity. Also, keep in mind that 8" castors raise the stretcher's minimum height, which decreases the stretcher's accessibility. At the end of the day, every good foundation starts at the base. The same goes for stretchers.



Having good castors, which suit your needs, are one of the most important features.

**SIDERAILS:** Stretcher side-rails have two very important functions.

- 1 Protecting patients from falling
- 2 Providing a barrier for patients who might want to climb out



The ability of the side-rails to allow the stretcher to have as close to a zero transfer gap between the stretcher and the surface you are transferring to (i.e. surgical table) makes life so much easier for hospital staff. However, not all stretchers have this design incorporated.

With a zero transfer gap, the transfer can be completed in a safer manner, as there is less room for error if a transfer device malfunctions or a patient getting an extremity caught in the gap. Collapsing side rails with pinch points not only create a gap, but they can be the source of an unintended limb squeeze that doesn't feel very nice!

However obvious, the number one function of side-rails is to keep patients from falling off the stretcher, so height and length of the side-rails will play a big part in that safety feature. Pay attention to pinch points, which can be causes of pain for patients and staff.

# How Much Does A General Purpose Transport Stretcher Cost?

**ARTICULATIONS:** The ability of the stretcher to do different things will play into the cost. A basic stretcher might not have trendelenburg. Other stretchers may have trendelenburg but reverse trendelenburg is an extra cost. Find out what the angle of trendelenburg is; and more importantly, what angle you need as a front line user. Some stretchers might have a 90° backrest, while others may only go to 70° or 80°.



## Stretcher Mattress or Cushion

The thickness and quality of mattress is another factor in the final cost of a stretcher. Standard stretcher mattresses<sup>41</sup> are 3" thick, but you can get different sizes.

The quality of the mattress will affect the patient's comfort, and in the case of a patient being on a stretcher for a prolonged period of time, the quality may even affect their well-being (think pressure sores).

Do you go with a standard foam mattress, or do you get memory foam? Memory foam mattresses transfer the pressure from bony prominences and won't bottom out. A four way stretch anti-shear fusion cover will also make a difference in the quality and price. Another question to ask is if the mattress is electrically conductive.

## Transport Stretcher Accessories & Options

An obvious statement is that the more you accessorize, the higher the final cost. But with transport stretchers in particular, you need to look at the fact that what might be an accessory for one stretcher is standard on another.

Here is a list of generic stretcher accessories<sup>42</sup> and options to give you an idea of how you can customize your stretcher. Note that different brands may offer additional customized accessories specific to their brand.



- 8" castors
- Foot end stop/extension
- Refreshment tray
- Lateral arm positioner
- Department ID labels
- Lateral cassette holder
- X-Ray tray and guides
- Oxygen cylinder bracket
- Scale
- Knee gatch
- Paper roll holder
- Reverse trendelenburg
- Monitor shelf
- IV poles
- Side-rail covers
- Restraint straps
- Foot end mattress protector
- Push/Pull Handles
- Fifth wheel
- Four-sided brake pedals
- Storage basket

# How Much Does A General Purpose Transport Stretcher Cost?

## Warranty, Preventive Maintenance & Parts

Most stretchers will come with a standard one-year warranty. If you're purchasing bulk through an RFP, you may be offered more than the standard one-year warranty.

With powered stretchers, it's always a good idea to check that all of the electrical components are covered.

As with any significant equipment purchase, having a good preventive maintenance plan<sup>43</sup> will help extend the life of the stretcher and could reduce the overall lifetime cost.

Some other factors to consider:

- After the warranty is over, what is the cost for parts?
- What about the cost of labour?

## Calculating the Cost of a Transport Stretcher

After reading through all of the cost factors for stretchers, it's fairly evident that the price range is significant.

New stretchers: Generally, the most common stretchers would have height, trendelenburg, and backrest articulation, fifth wheel, and some other general features. Typically, they cost **between \$4,000 and \$6,000**. For arguments sake, we'll say that the average price is around **\$5,000**. And then we get into the powered and more specialized transport stretchers. Adding that functionality increases the price range to anywhere between **\$7,000 and \$12,000**.

## What Can Meditek Offer You?

Meditek is in a unique position of being able to offer new and remanufactured stretchers.

We are privileged to be the exclusive Canadian distributor of the QA series stretcher, a superior product in many respects. And with a wide network of associates spanning all over North America, we have access to other well-known stretchers, such as Stryker<sup>44</sup> and Hill-Rom<sup>45</sup>.

Download our QA3 & QA4 Brochures Now!



Our remanufacturing process, ReNew<sup>46</sup>, restores hospital equipment to as-new condition and comes with a two-year parts and labour warranty.





# CHAPTER 12

How Much Do Surgical Lights for the  
Operating Room Cost?



# How Much Do Surgical Lights for the Operating Room Cost?

Since its conception, Meditek has always remained focused on the operating room area. Throughout the years, we've provided lighting for operating rooms, exam rooms and emergency rooms to healthcare facilities across Canada.



One of the common misconceptions is that lighting is either halogen or LED, and that's where it ends. The truth of the matter is that surgical lighting is complex with many variables affecting the initial and ongoing costs.

When purchasing surgical lights, be wary of a bunch of impressive-sounding names and technical specifications getting thrown your way. If you're not entirely clear on what they are and mean, how do you know that you're getting the right light for you? This chapter covers basically everything you need to know about buying surgical lights.

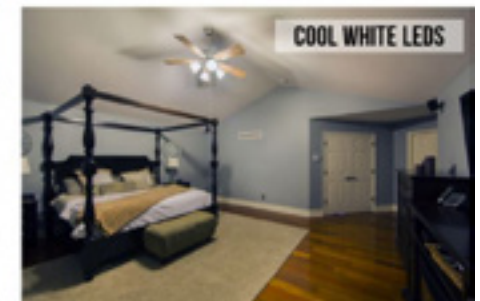
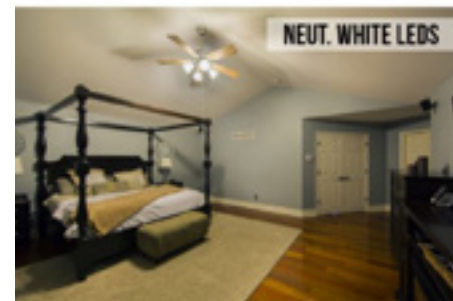
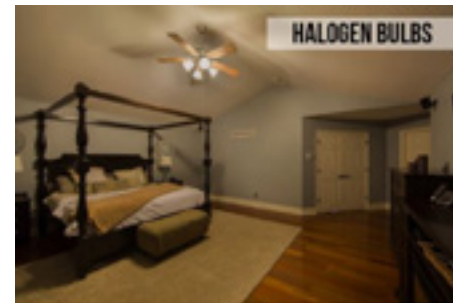
## LED or Halogen OR Lights

The first and foremost factor is whether you want old-school halogen lighting or the way-of-future LED (Light-Emitting Diodes) lighting.

What is the technical difference between halogen and LED?

- Halogen lights are similar to your everyday household light bulbs. Without getting too technical, halogen lights use a combination of a tungsten filament and halogen gas to create light.
- LED lights use a single physical element called a semiconductor, where microscopic subatomic electron particles begin to move around, generating energy in the form of light.

In layman's terms, **LEDs are better.**



# How Much Do Surgical Lights for the Operating Room Cost?

## How do halogen & LED lights differ in performance?

**HEAT:** One of the major concerns nowadays is the amount of heat the lights give off. Halogen gives off a lot more heat than LED. LEDs can be touched without the fear of being burned, as well as carry little or no risk in starting fires if being exposed to a combustible object. Halogens, on the other hand, burn at a much higher temperature meaning the risk of injury increases. In addition, the extra heat could affect the surgical team by creating an uncomfortable environment.

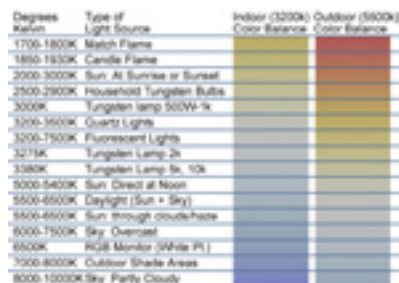
**POWER CONSUMPTION AND LIFE:** Believe it or not, but LED lights can use as much as 75% to 90% less energy than halogen. Complementary to that is that LEDs will also last much longer. Halogen bulbs, on average, will last for approximately 3,600 hours, whereas LEDs typically last up to 50,000 hours (13 times longer). Keep in mind that these are maximum estimations.

**COLOR TEMPERATURE:** Getting a light that has a brightness similar to daylight is generally optimal for surgeons. Daylight is measured at 5100°K (°Kelvin). On average, halogens will produce about a maximum of 4000°K. As it is, halogens already produce a hot infrared and ultraviolet light that need to be filtered out in order to produce a light more similar to daylight. The closer you get to daylight with

halogen, the hotter the light and surrounding area will become. On the other side of the spectrum, LEDs produce very little heat while achieving a higher color temperature, averaging about 4300°K. LEDs will not produce infrared or ultraviolet light unless it is manufactured specifically to do that. Important to note: Actual specifications will differ between brands and models.

**ENERGY USAGE:** Whichever bulb you have, the cost of energy usage is calculated the same way – how many watts it takes to run it continuously for an hour. As an average guide, LEDs use anywhere from 7 to 20 watts per hour, in comparison to halogen uses of anywhere from 35 to 500 watts. To simplify it even further, halogen bulbs uses approximately 9 times the amount of electricity as LED. To imagine the difference in ongoing cost, try multiplying the savings by all of the light bulbs in your operating room lights.

**SHADOW REDUCTION:** The ability of a surgical light to minimize the effect of obstructions is called shadow dilution. This concept is a little harder to gauge and is measured in a percentage. Halogens have a higher chance of creating hot and cold spots in the light field, due to design. Whereas with LEDs, it doesn't matter how many LEDs you block, the spot remains round and consistent. Believe it or not, there are two types of shadows, one good and the other not so good. Contoured shadows are good. They help the surgeon differentiate between fine tissue striations and vasculature. Contrast shadows are not good. They result from obstructions, such as hands or instruments. This is when you should look for a light that has high shadow dilution.



# How Much Do Surgical Lights for the Operating Room Cost?


## Important Light Terminology

**LIGHT INTENSITY/BRIGHTNESS:** Lux, Foot-Candles, Lumens are three different ways to describe light intensity, but there is a little bit of difference. Foot-candles and lumens are basically the same thing but just use different measurement units (imperial vs metric).

For example, imagine it was your birthday, and someone just lit the candles on the cake. One foot-candle of light is the amount of light that the birthday cake candle generates one foot away. A lumen is equal to one foot-candle falling on one square foot of area, but it measures in metric.

So, we've determined that foot-candles and lumens are the measurement of light that a light source produces. Lux, on the other hand, is the metric measurement of light of which something is illuminated. Now that we got that out of the way, let's take a look at the difference in halogen and LED illumination.

One thing to be very careful about is the distance specified. For example, Vendor A tells you that their light has 150,000 Lux and Vendor B says that their light has a lux of 100,000 lux. At face value, Vendor A has the better light.



To put it simply:

One foot candle = one lumen of light density per square foot  
One lux = one lumen per square meter

OR

1 lux = 1 lumen / sq meter = 0.0929 foot candle  
1 foot candle = 1 lumen / sq ft = 10.752 lux

However, after reading this article and learning about surgical lights, you ask both vendors about the distance. Vendor A says that their 150,000 lux is from 0.3 of a meter away, whereas Vendor B states that their 100,000 lux is from 1 meter away. Guess who has the brighter light? (Hint: Vendor B)

**CRI (COLOR RENDERING INDEX):** The CRI is a reflection of how well a light permits someone to make distinctions between subtle differences in color. While halogen lights normally have a very high CRI number (which is good), CRI reports only on how well someone can visualize pastel colors. Important note: Pastel colours are soft and neutral.

For some surgical procedures, the ability to distinguish between a pastel colour and deep, saturated colours is essential. To achieve this, the lighting industry created a special measurement, called the R9. Halogen lights will have lower R9 scores, as the attempt to filter out infrared light also filters out good, visible red light. With LEDs, there is no filtering as no infrared light is created, which results in a much more bold and vivid lighted area. It is very possible to see a halogen light with a high CRI and low R9. Ideally, you want both of them to be higher than lower.

**LIGHT FIELD DIAMETER:** This is a fairly simple concept – how big is the diameter of light from a specific distance. This is a case where bigger is not necessarily better. Having a light field too wide may cause reflections that hinder the ability of the surgeon to focus on a single spot. Most lights will have the ability to adjust the light field diameter.

# How Much Do Surgical Lights for the Operating Room Cost?

**DEPTH OF ILLUMINATION:** In a setting where depth did not matter, depth of illumination wouldn't matter very much. But the reality is that our bodies are very much comprised of different depths when laid out flat on a surgical table. The deeper a light can go, the better chance you have at maintaining a bright light at the area you are looking. Most lights will have the ability to adjust the depth field.



## Functionality and Design of Surgical Lights

The next question to ask in determining how much surgical lights<sup>32</sup> cost is the function for which you are buying them. Here are just a few questions that you should be asking yourself:

- What types of surgeries are you performing?
- Do you need the light to be mobile?
- Are you planning to mount the lights from the ceiling or wall?
  - Do you have the proper structural requirements in place or is that an extra cost?
- How many light heads do you need?
  - Do you need single, double or triple?
- Do you need the light head to have a camera?
- How easy is it to clean and disinfect the light head?
- If you are adding lights to existing infrastructure, are they

compatible?

- What is the rotation ability of the light? Can it go 360°?

## Brand Quality VS Less Brand Quality

We all know some people who will say that buying Cheerios or Toasted Whole Grain Oats is the same thing – that the only difference is you're paying for the brand. While the two products are very similar, there are some subtle differences that make the name brand just a little bit better. The same goes for surgical lighting manufacturers<sup>33</sup>. Every brand carries a different price tag. While both will illuminate what you want, one may do it better than the other or for longer and cheaper. OR lights have three considerations:

- 1 Initial cost
- 2 Operating cost
- 3 Maintenance cost



**INITIAL COST:** Do you pay a little more in the beginning to not pay as much as you go along? What does the higher initial cost include, such as better warranty, etc.?

**OPERATING COST:** Does one brand consume more power than another?

**MAINTENANCE COST:** How much are the bulbs to replace?

# How Much Do Surgical Lights for the Operating Room Cost?

“Surgical table lights are very a much a ‘you get what you pay for’ type product”

## The Not-So Light Side of Buying Surgical Lights

**WARRANTY:** What Is Included and for how long? Getting a good warranty is very important for any purchase, especially one as expensive as a new surgery light. When discussing warranty, here are a few things to consider:

- How long is the warranty for?
- Is it a limited warranty? If so, which parts of the warranty are limited?
- What is included in the warranty? Is it parts and labour; parts only; or, labour only?
- Are there any parts that are not directly included in the warranty, whether it be limited or not?
- Is there a limit on the cost of parts and or labour that is covered?

The coverage and length of the warranty will greatly affect costs down the road, and spending more initially may benefit you in the long run should something happen. Make sure to inquire about the cost of extended warranties. Buying a high quality light is one thing, but having the confidence that it is going to be looked after in the case of a breakdown brings peace of mind, which may not be measurable at the time of purchase.

**POST WARRANTY:** At some point in the life-cycle of the light, the warranty, and extended warranty if you bought it, is going to run out. One thing most people never check is what the light costs to own and maintain when nothing is covered.

Think of it as buying a car in Canada. If you go with a common domestic model, parts and labour are going to be cheaper than if you buy an uncommon foreign vehicle. With lights, some are going to have more expensive parts and be more complicated to work on, hence a higher hourly service rate and more service hours. Careful consideration now may mean the difference between fixing your light after the warranty runs out and buying a new one.



## Other FAQ for Buying Surgical Lights

With so many variables affecting the final price, here are a few more that you should be asking every potential vendor.

- Where will the light be delivered? The shipping dock or the operating room?



# How Much Do Surgical Lights for the Operating Room Cost?

- Assuming that the light goes directly to the OR, who is going to uncrate it and what happens to the shipping materials?
- Is there a discount for volume purchases?
- How much is shipping going to cost?
- What are the payment terms, such as net days, early payment discount, rebates, etc.?
- Is there a trial period available?
  - If there is no trial period, can you go to a location that already has one?
- Is there a trade in credit available for existing equipment you may have?
- Do you require training? Is it included in the price? Is factory training included? What about manuals, videos, etc.?
- What are the installation costs (if required)?

## Cost of Surgical Lights

So now that we've covered the numerous factors that influence the price of surgical lights, it's time to talk about what you can expect to pay. To make this as simple as possible, as there are many variations on price, we have tabled the following ranges:

	SINGLE	DOUBLE	TRIPLE
Ceiling Mounted Halogen	\$2,000 to \$6,000	\$7,000 to \$25,000	\$20,000 to \$35,000
Ceiling Mounted LED	\$3,500 to \$10,000	\$8,000 to \$40,000	\$30,000 to \$45,000
HD Camera	\$10,000 to \$15,000 (per camera)		



Sample of installed ceiling mount lights with wall control and wand

## What Can Meditek Offer?

We have a great selection of new<sup>34</sup> and remanufactured<sup>35</sup> lights. Being the exclusive Skytron distributor for Western Canada, we can offer the latest in Skytron lighting options, such as the Aurora Four LED<sup>36</sup>, or Stellar XL LED<sup>37</sup>.

We also offer a great selection of Burton lights, including the Outpatient LED Exam Light<sup>38</sup>, Aim LED, and CoolSpot II<sup>39</sup>.

**Get Quoted!**

A grayscale background image showing several surgeons in an operating room. They are wearing surgical masks and caps, and their hands are visible, some holding instruments. The image is slightly faded to allow the text to stand out.

# CHAPTER

# 13

## How Much Do Exam Lights Cost?

## How Much Do Exam Lights Cost?

Way back in 1981, Meditek started out remanufacturing surgical tables. As a natural progression, Meditek expanded its role to include distribution of medical products. Surgical and exam lights were one of the first products on the list.

Since then, Meditek has not only provided new exam and surgical lights for hospitals and healthcare facilities, but also remanufactured more than a few along the way.



Unlike surgical tables, where technological advances are somewhat slower, exam lights change more frequently. Procedure lights are getting brighter, lasting longer and including more functionality. With all these changes, it's hard to keep track of how much exam lights cost from one year to the next.

In this chapter, we are going to break down the price of exam lights for your patient exam rooms and arm you with the necessary knowledge to make an informed purchase.

### Light Source: Halogen or LED

The first and most important factor in determining how much procedure lights cost is whether the light source is halogen or LED.

There are some major differences between the two and while very different, there remain advantages to buying halogen exam lights.

	HALOGEN	LED
Light Colour	Yellowish and/or off-white	White
Electrical Consumption	Considerably high	Very efficient
Bulb Life	Avg. 1,500-3,000 hours	Avg. 30,000 - 50,000 hours
Heat Dispersion	Very hot	Hardly any heat
Cost to buy	Not very expensive	Higher cost
Cost to operate	Very costly	Avg. half the cost of halogen

As LED medical lighting becomes more commonplace, halogen lights will still be relevant enough for the next few years that getting parts and replacement bulbs will not be a problem.

Additionally, as more facilities move over to LED lights, buying pre-owned halogen procedure lighting becomes cheaper.

### Next Two Important Factors: Heat and Colour

For most healthcare professionals, these are probably the two most important factors in a light, apart from whether it's halogen or LED.

**MAGIC NUMBER 5100°K:** This is the measurement in Kelvin of daylight. The closer the color temperature your exam light has to daylight, the whiter, brighter it's going to be. Typically, halogen lights average around 4000°K, although you can find some with higher color temperatures.

The problem is that with halogen, heat and colour temperatures

# How Much Do Exam Lights Cost?

are synced. As one increases or decreases, the other does as well. LEDs, on the other hand, work independently when it comes to heat and colour. LED exam lights, on average, hover between 4300°K and 4500°K.

**TOO MUCH HEAT CAN BE TOO HOT:** When examining a patient, the last thing you want to have happen is someone getting hurt. As a healthcare professional, you want to be able to focus on what you're doing and what the patient is saying or doing. With LEDs, you don't have to worry about touching the light in the wrong place and getting burned. There's virtually no risk for it to cause a fire if it comes into contact with any type of combustible material.

## Types of Exam Light

The type of exam light will greatly affect the cost. There are three main types:

- 1 Mobile exam lights
- 2 Wall mounted exam lights
- 3 Ceiling mounted exam lights

## Mobile Exam Lights

As the name implies, mobile lights are lights mounted to a moveable wheeled stand. Do you need to move your light from room to room, or is it going to be stationary? Perhaps, if you're a smaller facility, mobile procedure lights might make more sense.



Here are a few things you should check:

- What are the castors/wheels like? Are they big or small? How many are there? All of these will affect how easily the light stand transports
- How heavy is it? This one is a bit of a double-edged sword. You want the mobile light to have some weight so that it's not easy to knock over, but at the same time you don't want it so heavy that you need to struggle with it
- How is the base of the stand designed? Every design will be different, and who is to say that they are all equally stable? Is it so big and intrusive that it becomes inconvenient?

## Wall Mounted Exam Lights

Say you want to put a procedure light in every patient exam room, but you don't want the hassle of configuring any type of hanging supports from the ceiling. Wall mounted lights might be your best option.



One thing to keep in mind with wall-mounted lights is that your room design should be pre-planned with knowing what the reach of the lights is. Otherwise, if you want to change it later, finding an ideal location might prove challenging.

# How Much Do Exam Lights Cost?

## Ceiling Mounted Lights

Ceiling mounted lights give you a little more leeway when it comes to configuration. Unlike mobile and wall mounted, ceiling mounted lights give you the option of going with more than one light head. While three light heads are rare, most configurations are one or two light heads. Ceiling mounted lights can also be larger and more powerful because they have a rigid structure supporting them.



## Other Specifications for Exam Lights

Obviously, we could go on and on about this and that, but the goal of this article is to get you the main information you need in order to price out your new exam lights. But before we go any further, we just wanted to mention these factors that you should also take into account.

**LUX:** This is the measurement of intensity. Very important to note is that vendors should give you two numbers when describing LUX. Measurement of LUX and distance it was measured at. For example, if a light vendor ever tells you only that a light has 160,000 LUX, how would you know from what distance. Sure, it may have that, but is that at 15 cm or 1 m?

**ERGONOMICS:** How the light moves is just as important as how

easy it is to maneuver. Are the handles in a convenient location? How far is the reach?

**LIGHT ADJUSTABILITY:** Is the light intensity adjustable. If so, what is the range of dimming/brightness? Is it in pre-set intervals or freely adjustable? Where is the control located? Is it easy to adjust quickly?

**MATERIAL:** Lights are expensive, and you want them to last. Inevitably, things are going to crash into the arms and light heads. You want to make sure that the material is able to take a bit of abuse without getting easily damaged. The other part of this is the quality of the internal mechanisms that control the rotation, but that's a bit harder to distinguish.

**COLOR RENDERING (CRI):** For anyone who doesn't know, CRI is the light's ability to show the subject in its actual color. Some lights with a low CRI may not show something as red as it actually is, for example. Average color rendering is between 95 and 96.

**SHADOW REDUCTION:** Sounds pretty straight forward, right? Well, not really. See, the shadow dilution is the ability of a light to minimize the effect of obstructions and is measure as a percentage.

There are two shadows: good and bad (so much for a highly technical article, eh!).

*Bad shadows are Contrast.* They result from obstructions, such as hands or instruments. This is when you should look for a light that has high shadow dilution.



# How Much Do Exam Lights Cost?

*Good shadows are Contoured.* They help the surgeon differentiate between fine tissue striations and vasculature.

Due to their design, halogen lights have a higher chance of creating hot and cold spots in the light field. Whereas with LEDs, it doesn't matter how many LEDs you block, the spot usually remains round and consistent.

## Replacement Bulbs Cost

If you've made it this far, you already know what I'm going to say. When buying a halogen exam or procedure light, you will have to budget for replacement lights. With LEDs, the chance of bulbs needing replacing before the light fixture is outdated is super slim. But if LED bulbs ever do need replacement, it is going to be expensive.

## Warranty, Post Warranty and Maintenance

As with all major purchases, these are things that will also affect your final price tag. Make sure you understand what's included in the warranty and what's extra. If you know that you're buying the light for the long-term, maybe think about adding post-warranty coverage at the time of sale.

**INSTALLATION:** Do you need your new lights installed by others? If so, has the supplier given you a price for installation? If you're going with ceiling mounted lights, is there a support structure in place for the light? If not, who is responsible to provide a mount for the new light?

There are a lot of questions really when it comes to installation. Questions need to be asked about electrical requirements, the

electrical hook-up, assembling the light and mount structure testing.

## Additional Resources

Meditek offers new and remanufactured lighting products of both halogen and LED. Our new lighting products come from reputable manufacturers such as Skytron and Burton.

As Canada's leading remanufacturer, we can offer a wide range of lights at a fraction the cost of new. Each of our ReNew remanufactured products comes with a 2 year parts and labour warranty, which is a testament to our quality work.

## Cost of Exam or Procedure Lights

Below, we're going to give you the ball park prices for exam lights, but please keep in mind that everything you just read, along with brand and model, will affect the accuracy of those prices.

	HALOGEN	AVG. HALOGEN	LED	AVG. LED
Mobile	\$1,000 - \$3,000	\$2,000	\$3,000 - \$8,000	\$3,500
Wall Mounted	\$1,000 - \$4,000	\$2,000	\$2,000 - \$8,000	\$7,000
Ceiling Mounted	\$3,000 - \$10,000	\$6,000 (Dual)	\$4,000 - \$15,000	\$8,000 (Dual)

Halogen Bulb Replacements are normally between \$100 and \$200, with the average being about \$180.

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 MENU



# CHAPTER 14

## How Much Do Samarit Rollbords Cost?

# How Much Do Samarit Rollbords Cost?

When it comes to lateral patient transfers, there are quite a few options on the market. However, there is one that stands out more than the rest, and that is the Samarit Rollbord.

Being in the hospital equipment business since 1981, we've seen a lot of lateral patient transfer devices come and go. We've also watched them evolve into what they are now.

Using that knowledge and experience, and referencing an independent lateral transfer study to back it up, our opinion is that Samarit Rollbords give you the best value. As popular as they are in the medical profession, many people still don't know how much Samarit Rollbords cost. In this article, we're going to cover that as well as the criteria that make them the best.

## Samarit Rollbord Models

There are several subcategories:

- Hightec Rollbord
- Professional Rollbord
- Blue Transfer Boards



## Transfer Board Weight Limits

If we had a nickel for every time we got asked what the weight limitation is for a Samarit Rollbord, we'd literally have about \$9.45.

Knowing the weight limit of a transfer board is very important. But, it is also dependent of several factors:

- Support
- Surface of support
- Condition of patient
- Size of patient
- Use of pull sheet
- Age and condition of the product
- Experience of the user

However, knowing full well that everyone still needs to know what the weight limits are for lateral transfer devices, Samarit came out with the following guidelines. Please keep in mind that these are not specific to every patient.

<b>Samarit Rollbord (foldable &amp; non-foldable)</b> <b>Hightec, Professional, EcoLite, Blue Transfer Board</b>	150 kg	300 lbs
<b>* Operated by 2 carers and use of pull sheet</b>	180 kg	360 lbs
<b>Samarit Rollbord ICU/Bariatric (non-foldable)</b> <b>Hightec, Reinforced innercore</b>	200 kg	400 lbs
<b>* Operated by 2 carers and use of pull sheet</b>	230 kg	450 lbs

\*With obese patients you must use a pull sheet in order to keep the 'body fat' under control while transferring and pulling over the Rollbord. If body fat cannot be controlled due to some unknown reason, we suggest using a lifter or sealing lifter for the security of the patient. With obese patients you must make sure that the support (stretcher/bed etc.) can hold the weight of the patient.

The above "weight limit" is based on different influences when a patient is transferred such as: body weight, shape due to body fat,

# How Much Do Samarit Rollbords Cost?

other health conditions, supporting stretcher as well as experience of staff in moving and handling. The 'weight limit' is a guideline to help improve the security of the patient and staff.



**Download the Samarit Rollbord Weight Limit Document**

## Standard Features

For any of the Samarit models listed here, you can take comfort in knowing that they all possess these very important qualities:

1. Teflonised sliding fabric around a polyethylene foam core
2. Coated polyester cloth
3. PE security endings
4. Anti-bacteriologic
5. Flame retardant
6. Radiolucent
7. Made with non-toxic materials
8. Skin-friendly (no latex)
9. Disposable covers available
10. Tear resistant nylon cloth
11. Bridges gaps up to 20 cm
12. Lightweight and can be suspended

As for design and overall quality though, they do differ a lot. The Hightec rollbords are the premium patient transfer board and have a 3 year warranty. The Professional and Blue have a 2 year warranty.

The biggest difference is that the Hightec boards have a very nice moulded integral polymer handle, which is unobtrusive and easy to keep clean. The Professional and Blue series have straps, which are more susceptible to breaking. The straps also are prone to hooking on things and aren't as user friendly as the polymer handles. The Hightec series is available in 5 sizes. The Hightec boards cost 10 to 15% more, but it's a very worthwhile investment. In fact, we recommend you just get the Hightec boards as you truly will be much happier with them.

## Hightec Rollbord Models

### STANDARD:

- Suitable for radiology, operating rooms, intensive care units and all special wards
- Foldable
- 70" x 20"
- 9 lbs

### ICU-BARIATRIC:

- Suitable for Intensive Care (ICU) nursing services, on air and decubitus mattresses
- Foldable reinforced
- 70" x 20"
- 3 lbs

### SURGIBOARD:

- Suitable for operating room, X-Ray, various wards (replaces aluminium rollers)
- Non-foldable



# How Much Do Samarit Rollbords Cost?

- 50" x 16"
- 3 lbs

## MINI-GYN:

- Suitable for urology operating room, gynaecology operating theatres, wake-up stations and emergencies
- Non-foldable
- 36" x 20"
- 3 lbs

## MRI/CT/AMBU:

- Suitable for transfer of injured patients on or from stretcher
- Foldable
- 70" x 16"
- 5 lbs

Cost of Samarit Hightec Rollbords: *Range from \$650 to \$1,350*

## Professional Rollbord Models

### STANDARD:

- Suitable for radiology, operating theatre, and all special wards
- Foldable
- 70" x 20"
- 38 lbs

### MRI:

- Suitable for operating theatre, X-Ray, various wards (replaces aluminium rollers)
- Foldable



- 70" x 17"
- 5 lbs

## AMBULANCE:

- Suitable for urology operating theatres, gynaecology operating theatres, wake-up stations and emergencies
- Foldable
- 47" x 17"
- 6 lbs

Cost of Samarit Professional Rollbords: *Range from \$750 to \$825*

## Blue Transfer Board Models

### BLUE LONG WIDE:

- Suitable for radiology, operating rooms, intensive care units and various wards
- Foldable
- 70" x 20"
- 4 lbs



### BLUE SHORT NARROW:

- Suitable for operating rooms, X-Ray, various wards (replaces aluminium rollers)
- Non-foldable
- 39" x 17"
- 1 lbs

### BLUE LONG NARROW:

- Suitable for operating rooms, X-Ray, MRI scanners,



# How Much Do Samarit Rollbords Cost?

Ambulance

- Foldable
- 70" x 17"
- 6 lbs

## BLUE SHORT WIDE:

- Suitable for urology operating rooms, gynaecology operating theatres, wake-up stations and emergencies
- Non-foldable
- 32" x 20"
- 1 lbs

Cost of Samarit Blue Transfer Boards: *Range from \$550 to \$825*

## Accessories For Your Samarit Transfer Boards

Want to protect your Samarit Rollbord from dirt and blood? You can spend a few more dollars and get disposable covers to help extend the life (and therefore value) of your Samarit purchase. Now that you got the covers, why not get a cover dispenser to facilitate the placement and storage of the disposable covers?



## Why Are Samarit Rollbords Considered The Best?

Samarit Rollbords are widely considered the best in the business for three main reasons:

- 1 Not only do they come with all those great standard features we mentioned earlier, but they also facilitate lateral transfers without any type of lifting, are noiseless, and provide the patient with a more comfortable surface than other transfer boards.
- 2 They get the job done quicker and easier than other transfer devices. Don't believe us? Check out this independent study that uses a factual thing called science to determine peak forces!
- 3 Samarit Rollbords are less expensive than most other systems, including air-assisted devices.

## How Can You Start Saving Money And Your Nurses' Backs?

Well, you could start by taking inventory of what you currently have and what you need. Then, fill out the form below to get a customized quote from Meditek.

**Samarit Rollbords are rated as the #1 lateral patient transfer device**

**Get Your Pricing Now!**

And hey! It's beneficial if you buy in bulk as you'll get a better price!



# CHAPTER

# 15

## Ten Most Essential Surgical Table Accessories

# Ten Most Essential Surgical Table Accessories

Not too long ago, we got a call from a new OR manager who had recently replaced a very nice and long-time customer of ours.

Before she retired, the old OR manager went through, with her replacement, all the vendors she used, including Meditek. One of the new OR manager's first tasks was to buy a new surgical table. They were bringing on a new surgeon who was going to expand the capabilities of the operating room.



The first conversation we had with her dove into more of what we could offer as a surgical table solution. When she called back for our second conversation, we focused on getting her a list of the proper, most essential surgical table accessories for the relevant procedures.

That's when we decided to come up with a list of the most important surgical table accessories that an operating room should have.

Please keep in mind that this list may change, depending on what procedures you are doing in your operating room, and the ten surgical table accessories listed here are only suggestions.

The following are not in any particular order.

## 1 CLAMPS

One of the most basic accessories, but nevertheless completely essential as many other accessories, such as stirrups, armboards, anesthesia screen, etc., attach to your table with clamps. There are two basic types that you may need, depending on what you are attaching. Those are flat-blade and round-post.

One thing to keep in mind is that side rails are not always the same width, so make sure that your clamps will open to those variations. A major difference in price for clamps is how fast and convenient they are. For example, some clamps may attach instantly and can be attached anywhere, whereas other lower-end clamps may only be attached to specific places on the table. **Prices can range from \$150 to \$4,000, but the average is around \$250 to \$400.**

## 2 ARMBOARDS

Arguably, arm boards may be the most important positioning device for your procedures. Simple in design and function, arm boards provide vital positioning support. Look for your

# Ten Most Essential Surgical Table Accessories

armboard to have the ability to attach quickly to the table, easily attach to different sections of the table, easily adjust, and be stable and secure. **Prices can range from \$400 to \$6,000, but the average is around \$1,000 to \$1,500.**

## 3 LATERAL PATIENT TRANSFER DEVICES

Essentially, there are three levels of patient transfer devices. You have the very basic, which may be a sheet or a board. While you'll definitely save money, possible injuries to staff and patients may rise significantly. The second level is devices with rollers, such as the proven industry-best Samarit. These make it simple to transfer patients, while keeping setup time down to a minimum, as there is no setup!

The last option is the most expensive, but it also may be the best choice for heavier patients. Air-assisted transfer devices allow for a smooth and easy transfer but may take a little more time in setup. **Prices can range from \$150 to \$2,000, but the average is around \$500 to \$800 for middle level devices and \$2,000 for air-assisted devices.**

## 4 FLUID MANAGEMENT SYSTEM

Urology procedures make containing fluids an important part of the process. This system usually contains a drain pan, drain hoop and drain bag. You may have to choose between disposable or reusable systems. While one may be more economically beneficial than the other, the convenience of the disposable may save on time and help reduce cross-contamination. **Prices can range from \$900 to \$2,000 for the complete system, but the average is around \$1,250 to \$1,500.**

## 5 RESTRAINT STRAPS

Liability from avoidable accidents in the OR is a huge consideration nowadays. Patient safety is usually priority number one and securing the patient with restraint straps is super important. Restraint straps made of durable material are best. This ensures that they can repeatedly tolerate extensive cleaning while withstanding the stresses put on them. **Prices can range from \$20 to \$2,000, but the average is around \$200 to \$300.**

## 6 HEAD SUPPORTS

Different procedures require differing head positions. You should have a range of head supports on hand to cover the procedures your facility has planned. These may include various attachable headrests, gel pads and cushions.

Prone position procedures would require a doughnut headrest that permits breathing while supporting the patient's face. **Prices can range from \$1,000 to \$5,000, but the average is around \$1,500 to \$2,000. For head gel pads, prices range from \$100 to \$400.**

## 7 BOOT STIRRUPS & OTHER LEG POSITIONERS

In the case of the new OR manager above, they really wanted to start focusing on urology cases more than they had in the past. We talked about booted stirrups versus other leg positioners. Non-booted leg positioners, such as candy-cane stirrups can be very uncomfortable and potentially damaging to nerves. Positioning can be difficult and time-consuming.



# Ten Most Essential Surgical Table Accessories

Alternatively, booted stirrups, such as industry-leading Allen Medical Yellofins®, engulf the patient's foot and leg into a comfortable cushion, which also helps with pressure distribution and minimizing nerve damage. Allen Medical Lift-Assist® functionality makes positioning easier, while locking into place for safety. **Prices can range from \$250 to \$16,000, but the average is around \$3,000 to \$4,000.**

## 8 ARM & HAND SURGERY TABLES

Does your facility do a lot of upper-extremity procedures? If so, arm and hand surgery tables are a must. There are three things to look for. They should be lightweight and radiolucent-friendly for imaging. They should have an optional support leg, which can be used as per surgeon preference. **Prices can range from \$700 to \$7,000, but the average is around \$2,000 to \$3,000.**

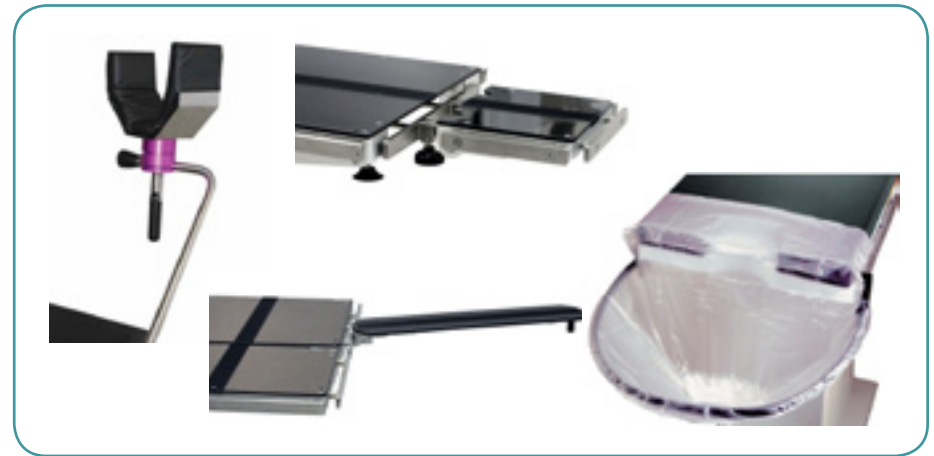
## 9 ANESTHESIA SCREENS

With outpatient/day surgery becoming more popular, patients are more likely to go under conscious sedation. Thus, patient comfort is more important than ever. Anesthesia screens separate the patient's view from the surgical field, which could protect them from any unpleasantness. These screens also help with infection control. **Prices can range from \$250 to \$3000, but the average is around \$400 to \$500.**

## 10 KNEE HOLDERS

Knee holders. If your facility does arthroscopic procedures, you may already know that 70% of those are done on the knee. The most important factor for your knee holder is what

your surgeons think of it. They must be comfortable with how it manipulates and how stable it is during a procedure. Other important factors include the knee holder being lightweight, able to conform to the patient's leg, able to set up quickly, and minimize or eliminate altogether pinch points. **Prices can range from \$600 to \$5,000, but the average is around \$1,500 to \$2,000.**



### Additional Resources

Meditek is a supplier of accessories for many surgical table brands, including Skytron, Biodex, Steris and Maquet.

Need help figuring out the accessories you need? Give us a call at 1.800.567.8400, or fill out the form below.

Have a question about surgical table accessories?

**ASK OUR EXPERTS!**

[MENU](#)





# CHAPTER 16

How Much Do Surgical Stirrups/Leg Holders Cost?

# How Much Do Surgical Stirrups/Leg Holders Cost?

As a major supplier of operating room table accessories, we are constantly getting requests for pricing for surgical table stirrups, or otherwise known as leg holders.

You may not know this, but the question 'how much do surgical stirrups cost' is like an old 80's cartoon where the characters are chasing each other through a maze of doors, which never seem to lead to the same outcome.

There are literally so many things to consider that it can get complicated fast. We're going to try our best to outline everything you need to know for purchasing stirrups or leg holders for your surgical table.

## Your Budget

Seems kind of like an obvious thing, but your budget will determine if you are getting what you need. If you don't know how much stirrups or leg holders cost, then this section is validated.

If your budget doesn't get along well with your needs, you could find yourself wasting money while making it harder for your staff to do their job and making it a worse experience for your patients. Instead of taking your budget and seeing what your options are, it might be a good idea to outline your needs and then go after the money you'll need.



## What Procedures are you doing and how often?

Your caseload involving procedures with the need for stirrups will argue its case for whether you get a set of pneumatic cushioned stirrups, or leg holders that are really just a rod with a sling. Here are some questions for you to answer:

- How many procedures do we perform every year where we use stirrups?
- How long is the average procedure?
- What is the average weight of the patient?



Answering these first basic questions will start you in the right direction.

**POSITIONING:** What positioning are you using now? Or what positioning are you hoping to achieve? Under-knee crutches are great for quick set-up and short exams or procedures, and are generally quite comfortable.

Allen Medical Lift-Assist® stirrups are good for longer GYN or urology procedures. Candy-cane type stirrups could be useful for short

# How Much Do Surgical Stirrups/Leg Holders Cost?

surgeries where a simple general lithotomy position is required.

## Stirrups/Leg Holder Functionality and Features

The obvious answer to this question is to hold a patient's leg. But is that all you need it to do? The following are functions that you need to consider.

**MOBILITY:** For whichever procedure you're doing, does the patient's leg need to stay in one place or do you need the ability to move the leg around.

If you need to move the patient's leg, what is the distance and/or angle it needs to move? Once you determine that you need mobile stirrups, ask yourself how convenient do you want the mobile function to be. Are you okay with having to loosen a clamp while manually supporting the stirrup or leg holder, repositioning it and then tightening the clamp again? Or, do you prefer stirrups that can reposition by engaging a handle supported by pneumatics, meaning you don't have to manually support the leg?

**ASSISTED LIFT:** More expensive stirrups will come with a pneumatic Allen Medical Lift-Assist®. This is a fantastic thing when you are dealing with bariatric patients. Or, if the time it takes to reposition a patient is a major factor, you might want to consider assisted lift in your stirrups.



**LITHOTOMY & LENGTH INDICATORS:** With patient positioning being one of the most liable causes of claims against hospitals, it's important to get it right. If you opt for stirrups with lithotomy and/

or length indicators, you're achieving more accurate positioning faster. However, if your procedures don't require precision positioning, this might be more of a 'nice to have but not essential' thing.

**PATIENT COMFORT AND SAFETY:** One of the most important considerations, always, is the level of patient comfort and safety. The place where the patient's foot and/or leg rests is of major concern; but again, this is also dictated by type and length of procedure.

For example, if you're doing relatively quick and easy procedures, you might only need candy cane stirrups with a simple strap. By far, this is one of the most economical solutions. But when you start getting into longer procedures, there's always a risk of the patient suffering nerve damage.

In this case, you might want to look for stirrups that cover and protect the head of the fibula and the peroneal nerve. For stirrups with boots and boot pads, sometimes the pad will come in varying quality. For the most comfort, you would have to ensure good quality padding.

**STIRRUPS WEIGHT CAPACITY:** After answering the question of what your average patient weight is, you can narrow down the field by weight class. For example, simple leg holders are probably not going to safely hold up a bariatric patient's leg for very long.

Remember that when a stirrup or leg holder says it's weight capacity is 350 lbs, for example, it doesn't mean that the stirrup can hold

# How Much Do Surgical Stirrups/Leg Holders Cost?

350 lbs. It means that it can hold the estimated leg weight of a 350 lb patient.

## New, Used or Remanufactured Table Stirrups

We've all been in the situation where what we want and what we can afford is like trying to mix oil and water. Not going to happen. Truth be told, not everyone has 12 grand lying around for new stirrups.

If you are unlucky enough to have this situation where you need some high-quality, highly-functional stirrups but pockets don't go deep enough, you might want to consider buying remanufactured stirrups. Or remanufacturing an existing older pair you already have.

If you're thinking of buying remanufactured, there's a few things you need to look into, such as:

- What is the warranty like? Warranty is a good indication of quality.
- Does the company have a reputable background in remanufacturing?
- How experienced is the company in remanufacturing stirrups?

Maybe you already have a pair of leg stirrups? In this case, remanufacturing your existing pair would be your cheapest option, in addition to getting a product back with warranty.

\*Please note that not all leg holders should be remanufactured (i.e. simple candy cane stirrups). In this case, it would probably be less expensive just to replace them.



Remember that there is a very significant difference between *remanufacturing* and *refurbishing*. Remanufacturing is where worn and damaged parts are completely replaced, while refurbishing is mostly cosmetic.

## Stirrups/Leg Holder Clamps

Pretty much every type of leg holder or stirrup will need a clamp to keep it in place. If you have an existing clamp, great. If not, you will have to budget a few more dollars for the mandatory accessory clamp.



The clamps themselves will differ in requirements depending on what you want them to hold. Bigger, heavier and more complex the leg holder means the more expensive the clamp.

## Costs of Stirrups/Leg Holders

Now that you've read through the article, you should have a good idea of what you're looking for and what you can afford. So, let's get to it.

# How Much Do Surgical Stirrups/Leg Holders Cost?

## CLAMPS:

Description	Average Cost
Sure Socket Clamp	\$500 to \$700
Clark Socket Clamp	\$300 to \$400
Multi-Use Clamp	\$250 to \$400

## SIMPLISTIC LEG HOLDERS:

These might be less complex leg holders, such as knee crutch holders or candy cane stirrups.

Description	Average Cost
Lithotomy Adult Leg Holders (Candy Cane Stirrups)	\$800 to \$1,200
Knee Crutch Supports	\$1,000 to \$3,500
Leg Prep Positioner (Regular or Bariatric)	\$500 to \$900

## STIRRUPS & OTHER 'BOOT LEG' HOLDERS:

Regardless of functionality or weight limits, etc., these are any type of stirrup with a boot.

Description	Average Cost
New Manual Stirrups	\$2,000 to \$4,000
New Allen Medical Lift-Assist® Stirrups	\$5,000 to \$16,000
Used Allen Medical Yellofins® Stirrups	\$2,000 to \$4,000
Remanufactured Allen Medical Yellofins® Stirrups	\$7,000 to \$8,000
Remanufacturing of your stirrups	\$3,000 to \$4,500

\*Yellofins® and Lift-Assist® are registered trademarks of Allen Medical Systems, Inc

## Conclusion

With this knowledge in hand, you should be have a better idea of which leg holding system is the best fit for what you need. Now you know the questions to ask and which details to look for.

## Additional Resources

Meditek is a Canadian distributor of surgical table accessories. We offer new accessories, in addition to remanufactured.

Our ReNew remanufacturing program has seen dozens of stirrups (particularly Allen Medical Yellofins® stirrups) successfully put back into our customers' hands at a fraction of the cost of buying new.

## Buy New

1



**\$12,000 to  
\$15,000**

## ReNew

2



**\$4,000**



\*\* This is for illustration cost savings only. Actual savings may be more or less.

Interested in learning more about Meditek's ReNew program? **Click here to watch a short video.**

**Get Your Pricing Now!**

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# CHAPTER

# 17

How Much Do Allen Yellofins®  
Stirrups Cost?

# Cost of Allen Medical Yellofins® Stirrups: Prices & Options

## What's in a name? Allen Medical Yellofins®

Yellofins® is a registered trademark belonging to Allen Medical Systems, Inc.

### Where does the 'fins' in Yellofins® come from?

The lateral side of the boot is extended and has padding inside. This is referred to as the "lateral fin".

The **objective of the lateral fin is to protect and cover the head of the fibula and the peroneal nerve.**

The boot is designed to minimize pressure on the calf by self-adjusting when moving the stirrup, while the pad fully encapsulates the foot.

## Options for Servicing/Purchasing Yellofin® Stirrups

Basically, there are four options that will dictate the costs associated with servicing or purchasing stirrups.

- ① Servicing
- ② Remanufacturing your existing pair
- ③ Buy remanufactured
- ④ Buy new

### ① Servicing Stirrups

If you already own a pair of, you can always service them anytime something is not working exactly as it should be.

While cheaper in the moment, depending on the age and condition of your stirrups, this may be a **temporary fix solution.**

If your stirrups are older, they may continue to break down in the future, possibly at a very inconvenient time.

### ② Remanufacture Your Existing Stirrups

The **cheapest option of permanently fixing** any issues with your Allen Medical Yellofins® stirrups is **remanufacturing** them.

Typically a process that takes around two to three weeks, remanufacturing gives you the stirrups back in as-new condition.

### ③ Buy Remanufactured Stirrups

Maybe you don't have any stirrups, and you're looking to get a pair, or you want to add to your existing stock.

This doesn't mean that you have to buy brand new. There are other options, such as buying a remanufactured pair.

### ④ Buy New Stirrups

The last and most expensive option is to buy brand new stirrups.

Buying new eliminates the need to spend money on perpetually sending the stirrups for servicing, but is also about **3 times the price of remanufacturing and up to 2 times the price of buying remanufactured.**

*\*Note: there may be a discount to be had for volume purchases.*



# Cost of Allen Medical Yellofins® Stirrups: Prices & Options

## BUYER ALERT

Remember that there is a very significant difference between *remanufacturing* and *refurbishing*. Remanufacturing is where worn and damaged parts are completely replaced, while refurbishing is mostly cosmetic.

## The Importance of Stirrups Weight Classes

Apart from the brand name, the one determining price factor is the maximum weight allowance.

With Allen Medical Yellofins® stirrups, there are three classes:

- 1 **Allen Medical Yellofins® without Allen Medical Lift-Assist®:**  
350 lbs/159 kg
- 2 **Allen Medical Yellofins® with Allen Medical Lift-Assist®:**  
350 lbs/159 kg
- 3 **Allen Medical Yellofins® Elite: 500 lbs/227 kg**



The assisted lifting feature is the only differentiator for the 'standard' Allen Medical Yellofins® stirrups.

**Important Tip:** When talking about maximum weights for stirrups, keep in mind that the max weight is the weight of the patient, not what the stirrup can hold. For example, stirrups with 350 lbs max weight might only be able to hold 60 lbs.

## With or Without Allen Medical Lift-Assist®

If assisted lifting is not an important feature for you, and your patient weights are 350 lbs or less, the manual Allen Medical Yellofins® would be your best fit.

However, if you want the 'very nice feature to have', Lift-Assist®, then your only two options are: Allen Medical Yellofins® with Lift-Assist®, or the Yellofins® Elite with Lift-Assist®.

One other factor that may determine your final choice is range of Lithotomy. With Lift-Assist®, the lithotomy range is +84° to -33°, while without it is +90° to -35°.

## Loaner Stirrups for Remanufacturing

Should you decide to remanufacture your stirrups, check to see if loaner stirrups are available.

The alternative is to make sure you have a free caseload for two to three weeks. The last thing you or your patients want is to reschedule because you don't have the proper equipment.

The potential extra cost for a loaner pair may pale in comparison to the cost of rescheduling an operation.

## Warranty Goes a Long Way

Most manufacturers will give you a one-year warranty on new products.

Most will make it all inclusive, with parts and labour. But you may get some that exclude specific parts. It's always good practice to know the warranty you're getting.

# Cost of Allen Medical Yellofins® Stirrups: Prices & Options

With buying a remanufactured pair of stirrups, or remanufacturing your own, this is especially important. The majority of companies that remanufacture stirrups will give you a one-year parts and labour warranty. However, a select few back up their product with a two-year parts and labour warranty.

You may be able to get extended warranty. Make sure to at least ask and get a price. Although this will affect the initial cost of Allen Medical Yellofins® Stirrups, it may be worth it down the road.

## What's Typically Included; What's Required; & What's Optional?

### INCLUDED:

- 1 Pair of Yellofins® Elite Stirrups

### REQUIRED:

- 1 Pair Yellofins® Reusable Pad Set
- 2 Easy Lock® Blade Clamp

### OPTIONAL:

- Case of 10 Pairs of Safety Drapes
- Stirrup Cart
- Drain Bag and Hoop System

## Finally, the Cost of Yellofins® Stirrups

The cost of buying new stirrups can depend on several of the factors we laid out for you in this article.

**Expect to pay anywhere from \$10,000 to \$13,000, depending on the model.**

For example, you are probably not going to get a pair of Allen Medical Yellofins® Elite Stirrups for \$11,000.

That would be more accurate for the Allen Medical Yellofins® Stirrups without Lift-Assist®.

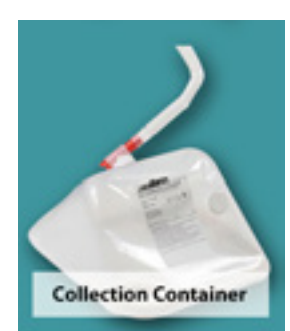
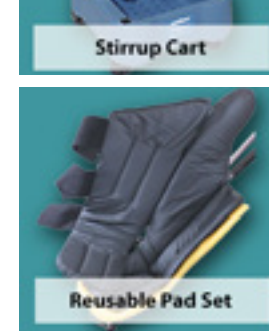
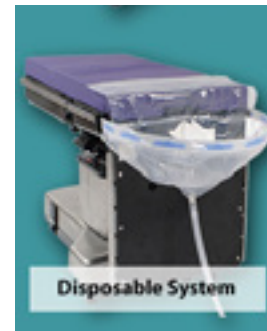
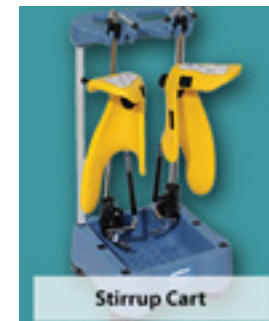
**The good news is that for a remanufactured pair, the cost will be around \$7,000 to \$8,000.**

If you find it any cheaper than that, there may be two possible explanations.

- ① They are refurbished, not remanufactured
- ② The warranty is for one year, with or without parts and labour, as opposed to a two year parts and labour warranty.

**The great news is that remanufacturing your existing pair of stirrups will cost about \$4,000.** This process will return your stirrups in as-new condition.

## Optional Accessories



# Cost of Allen Medical Yellofins® Stirrups: Prices & Options

## Other Stirrups to Consider

There are several other manufacturers of stirrups that you could consider, but keep in mind that **Allen Medical Yellofins® Stirrups** are regarded as the “gold standard” in lithotomy positioning.

- Skytron FLEX FIN 600
- Steris Power-lift Stirrups
- David Scott Company Lift-Assist Lithotomy Stirrups
- Maquet Leg Holder with Pneumatic Support
- Stryker Premium Leg Stirrups with Lift Assist



## What Can Meditek Offer?

All of us here at Meditek make it our business to know as much as we can about healthcare equipment.

We implore you to use us as your healthcare equipment resource and contact us with any questions you may have about Operating Room related equipment.

Are you interested in buying remanufactured Allen Medical Yellofins® or remanufacturing your existing pair?

Meditek has put hundreds of pairs through our certified ReNew program.

Not only do we return your stirrups in as-new condition, but we also back up our quality of work with a two-year parts and labour warranty.

### Buy New

1



**\$12,000 to  
\$15,000**

### ReNew

2



**\$4,000**



Renewing your Yellofins® could you save almost \$11,000!  
What would you do with an extra \$11,000?

\*\* This is for illustration cost savings only. Actual savings may be more or less.

**CLICK HERE** for a quote!

 MENU



The background of the slide is a grayscale photograph of a surgical team in an operating room. Several surgeons wearing masks and caps are visible, focused on a patient. Large surgical lights are positioned above them. The image is faded to serve as a backdrop for the text.

# CHAPTER 18

How Much Does An Epidural  
Positioning Device Cost?

# How Much Does An Epidural Positioning Device Cost?

As one of the only vendors of epidural positioning devices (EPD) in Canada, we are often get asked the same question over and over – how much does an epidural positioning device cost?

As the concept is quite simple and there aren't very many variables, a lot of people we talk to think that this is the only important question. However, we're here to tell you that there are actually several factors that you should consider when buying an EPD.



## Who Needs An Epidural Positioning Device?

This is a great question to lay the framework for our article. We'll get to the most important cost consideration at the end of this chapter.

EPDs are generally used in:

- Operating Rooms
- Labour and Delivery Departments
- Pain Centers
- And anywhere else where epidural procedures are performed

If you are a small healthcare center in a rural area where you see minimal patients with epidural needs, then you probably wouldn't

need an EPD. On the other end of the spectrum, if there are 10 operating rooms and an entire maternity ward, you may be thinking about getting a few EPDs.

Did you know? Meditek's Epidural Positioning Device can be used with a stand, or can attach to the side of the OR table.

## Manual Positioning VS Electric Positioning VS No Positioning

There are literally three options for positioning patients for an epidural.

- 1 Manual EPD
- 2 Electric EPD
- 3 Nurse



Obviously, the cheapest option is to use a **nurse** for positioning the patient. There's no equipment involved, and it can be done in a relatively short time. Or is it the cheapest? A very big consideration is that this is a very risky stance to take due to the high potential for nursing related injury. This ties into the most important cost consideration, which is detailed at the end of this article.

**MANUAL EPD:** While more expensive than using a nurse in the short term, this could be a longer-term cost saver. The advantages that the EPD has over a nurse are plenty.

# How Much Does An Epidural Positioning Device Cost?

- Safely positions the patient and holds them steady. There is no movement. Nurses no longer have to struggle to maintain a much larger patient.
- Comfortably positions the patient, whereas a nurse's stature may affect the patient's comfort level.
- Correctly positions the patient. With adjustability in the headrest, footrest and armrests, the patient is quickly put into the most optimal position every time.
- If the patient is sedated, they may have trouble cooperating with the nurse or following instructions.
- Nurses are able to freely help other staff, as they are no longer restrained to holding the patient.

**ELECTRIC EPD:** Also known as the e-EPD. With the e-EPD, the pros may be the cons for some. For example, while the positioning is conveniently done via automatic movements from a hand control, it may be quicker for some nurses to manually configure the best position for that patient. Where the e-EPD would come in handy is for bariatric or heavily sedated patients.

## Cost of Labour and Time for Nurses

Continuing on the issue of how much nurses' time and labour amount to for acting as a positioning device, it's important to point out the following. With an EPD, the anesthesiologist can solely properly position the patient in preparation for the epidural. This

pre-emptive measure frees up the nurses' time to perform other critical tasks. This also means that the cost of labour for a nurse to help the anesthesiologist setup and perform the sole task of being a positioner is negated.

## Accessories and Options

To maintain hygiene and prevent infections, disposable face cover rests are used. Accessories include:

- A basket to put personal belongings or medical equipment and supplies
- I.V. pole
- Relaxa Gel horseshoe donut pad (alternative to disposable face covers)



## The Most Important Consideration – The Cost of Liability

Injuries to medical staff, in particular back injuries<sup>24</sup>, are more common than injuries suffered in the construction industry.



# How Much Does An Epidural Positioning Device Cost?

Every year, hospitals across Canada lose millions of dollars due to injuries that could have been prevented. More so, millions of dollars are lost due to lawsuits by patients over improper patient positioning.

The question really is this: Would you willing be to invest a minimal amount in an EPD to make procedures safer, more efficient and more comfortable for patients and staff, while potentially saving the hospital substantial money by avoiding something that could go wrong?



## The Cost of an EPD

So, now that we've gone over the cost considerations and factors for buying an epidural positioning device, it's time to put it all together.

**MANUAL EPD:** You can expect to see a range of \$4,000 to \$6,000.

**ELECTRIC EPD:** The cost is from \$13,500 to \$15,000.

**DISPOSABLE FACE COVERS<sup>25</sup>:** Expect a price of about \$35 to \$50 per box of 25. Your usage will depend on frequency of use and if you use the face covers for the arm rests.

**HORSESHOE DONUT GEL PAD<sup>26</sup>:** If you purchase these instead of disposable covers, the cost would vary depending on the pad between \$100 and \$200.

## Capital Cost VS Non-Capital Cost

Depending on the facility, even the lower-costing manual EPD may classify as a capital expense.

**Watch our Epidural Positioning Device video now!**



## Summary

Meditex prides itself on consistently bringing the latest medical technology to market, and the EPD is no different.

The EPD that we offer is a revolutionary device, featuring unique torso positioning, exclusive to our device.

The design facilitates the movement of the back into an arched position for proper cervical alignment to position patients safely and comfortably during epidural procedures. Anesthesiologists designed the EPD for anesthesiologists.



**CLICK HERE** to see if we can set up a trial for your Canadian healthcare facility



# CHAPTER 19

How Configuration and Accessories Affect the  
Cost of Booms/Pendants



# How Configuration & Accessories Affect the Cost of Booms/Pendants

Since becoming a main supplier for Skytron in Western Canada, we've supplied and installed dozens of surgical booms in Canadian healthcare facilities. Many times, facilities involve us in the discovery phase when they're building or renovating different departments.

One of the first questions we always get, before even talking about function, accessories and whatever else, is how much the booms or pendants are going to cost. To which we have this to reply – costing out equipment management booms is like going to Subway. Everyone is going to choose a different type, as well as what they want included.

Ceiling booms are no different. There is no one size fits all. Booms for the OR are customized according to the function or purpose. Surgical boom systems, also sometimes called equipment management systems, equipment carrier booms, or ceiling supply units, are totally dependent on five main factors for getting a final price tag.

- 1 New build or renovation
- 2 Procedures vs configuration
- 3 Boom accessories
- 4 Layout of room
- 5 Quantity of services and utilities

In this chapter, we are going to touch upon everything that affects the all-encompassing final cost, as opposed to just the actual product.

## New Build or Renovation

It's usually easier to start from scratch compared with changing something that's already been done. With new builds, you can configure the room to be exactly how you want it from the get go. Keep in mind that structural requirements for boom configurations will vary, so the new build should reflect this.



With renovations, there are many variables, such as:

- Does the actual structure reflect what's on the existing blueprints
- Figuring out which part of the structure needs to change and how it affects the areas around it
- The condition of the existing structure
- Is the room actually going to be big enough, horizontally and vertically (Always a good thing to check!)
- Does the room already have the electrical and gas requirements

Whether building new or renovating, the end result is the same –

# How Configuration & Accessories Affect the Cost of Booms/Pendants

equipment columns will be installed and as such require a lot of pre-planning.

Additionally, with either option there will be a multitude of people involved, each with their own cost and influence.

These people may include:

- Architects
- Engineers
- Equipment planners
- Medical staff
- Purchasing/procurement
- General contractors
- Surgeons



There are probably a few others, but the time it takes to gather the input from each and coordinate this process amongst all of them will also bear its own expense.

Just as we don't spend enough time worrying about why hospital gowns are designed the way they are, don't worry too much if you don't get everyone in on the process right at the beginning – you can be sure they'll get a voice in the course of events.

Along the way, you need to make sure that you're getting all of the necessary approvals along the way, such as seismic testing, mount structure rigidity sign-offs and code inspections.

## Procedures vs Configuration

The major factor in determining how much ceiling booms cost is its functionality. Which department is it going into? Some departments that use equipment booms are the operating room, labour and delivery, ICU, and emergency.

Depending on the department, some will have multi-functionality, while others are fairly straightforward.

For example, in L & D there is one basic procedure – delivering babies.

The OR, however, poses a bigger challenge in determining functionality. There's general surgery, orthopaedic surgery, cardiac, gynecology, and interventional. Each of these procedures will require their own configurations. The emergency department typically requires simpler and smaller systems that require less access, features and services. ICU booms are generally two carriers and supply heads.

The specific functionality of the booms will also determine things like weight capacity of the arms and mount, such as lightweight or heavy duty, in addition to number and type of accessories.

## Boom Installation

While the cost of installation is usually already factored into the cost of the booms, there are some other factors to be aware of that could indirectly influence other cost factors.

For example, how efficient is the boom installation team? Do they have a lot of experience? Imagine two install teams working on two

# How Configuration & Accessories Affect the Cost of Booms/Pendants

different installs, and one of them finishes on time, whereas the other takes an extra two weeks. That's two weeks of lost revenue for you.



What is the reputation of the boom installation company?

Are they prone to mishaps from not following your facilities work conduct code?

If they don't follow procedures and something goes wrong, say unsafe work practices, now all of a sudden you have a significant and inconvenient legal mess that you have no choice but to divert time and money to. When considering a boom supplier, make sure to check their past project history.

## Boom Accessories

We're not going to lie – boom accessories can be complicated.

There are accessories that have accessories within other accessories. Navigating through the seemingly endless choices is tough because you need to figure out at what point you stop. Kind of like someone

once said "It's easy to meet expenses – everywhere we go, there they are".

To give you an idea of the depth of accessories, see the tables below. Please remember that this is just a snapshot of what is available.

## SHELVES

Clinical Shelves	Angled	Flat	Hinged	Mayo	Workstation
Equipment Shelves	Large	Small	W/ Mousepad	W/ Drawer	W/ Mousepad & Drawer

## RAIL MOUNTED ACCESSORIES

Ophthalmoscope	Ophthalmoscope Tip Holder	Bottom Mount Basket	Manometer with BP Cuff Holder Built In	Manometer with BP	Double Tubing Clip
Cord Wrap	Swivel Chelf	BP Cuff Basket	Chart Holder	Basket	Dual Hook
IV Pole Mount	Front Cross Rail	Cable Holder	IV Pole	Rail End Caps	Vacuum Slide
Hook for Headlight	Glove Box Holder	Rear Surround Rail	Wall Mounting Holes	Role Mounted Rail	Utility Storage Box

## MONITOR ACCESSORIES

Flatscreen Monitor Holder	Single, Double, Triple	Spring Height	W/ Mouse and Keyboard Holder	Downpost Kit	Polymount Dual Rail Adapter
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# How Configuration & Accessories Affect the Cost of Booms/Pendants

## ORGANIZATIONAL ACCESSORIES

Utility Hook	CPU Holder	Tether Bracket	Rear Handles	Base Utility Box	Mounting Plate
Double Vacuum Canister Holder	Vacuum Slide Channel	Rear Equipment Rail	CO2 Bottle Holder	Clamp on IV Pole Extension	Faceplate for Base
Utility Column Extension	Dual Attachment	Catheter Holder	Respiratory Circuit Holder	Foot Pedal Holder	Speculum Container Holder
Thermo-meter Holder	Tranducer Holder	Resuscitator Holder	Waste Basket Holder	Mounting Adapters	

## Layout of Room

Obviously, the overall purpose of the room will have a direct impact on how the space will be laid out or designed. These important factors will have a significant impact on the cost of the complete room but also on the actual surgical support equipment itself.

A boom requirement for a simple ER room is clearly much less complex than in a hybrid room setting where multiple booms of a complex nature are required for that type clinical demands.

It is critically important to identify early on in the planning process that the boom equipment vendor has the product capability to provide the



required and meaningful support for all current and future medical care requirements.

In a bigger hospital, with wide designs or fit-outs, it's vital to consider if the vendor of choice has a wide range of modular products that lend themselves to being adapted or configured to all the areas of care within the campus.

## Other Cost of Ownership Factors

Now that we've discussed the obvious major price factors for booms, let's talk about some other considerations that are also of consequential importance.

These are the less glamorous, yet essential-to-factor-in costs.

**SHIPPING:** The more intense boom system, the more boxes and shipping weight will be. Major boom installations could be up towards 40 separate boxes, while simpler systems may only be 15 boxes or so. Where is your facility located? Are you in a remote area, or in a populated urban setting?

**WARRANTY:** Check the warranty before making the final decision. How long is it for? What does it include; parts and labour, only parts, only labour? How much is extended warranty?

**MAINTENANCE/REPAIR:** Is there any type of maintenance not included in the warranty, such as annual inspections? After the warranty is over, what are the costs of parts? What is the cost of a service call?

# How Configuration & Accessories Affect the Cost of Booms/Pendants

For example, one of the more common issues with booms is the braking system. Does the boom system come with electrical or pneumatic brakes that constantly require maintenance and are expensive to replace, or does it come with a friction brake system that is virtually maintenance free?

## Cost of Booms

All things considered, this question is impossible to answer with a simple figure. There is just too much customization. However, we have come up with some very preliminary figures to give you an idea.

Description	Cost	Might Include	Dept/Area
Simple Economical Type Boom	\$22,000	Simple, Single Arm Boom	ER, L & D
Next Price Bracket Up	\$48,000	Dual Arm Boom with Light	General OR, ICU
Next Price Bracket Up	\$91,000	Dual Arm with Light & Monitor	Specialized OR

*Note: These numbers don't include installation or shipping.*

## Conclusion

All ceiling supply units provide the same benefit, which is getting stuff off the floor. It's making the space in the room more manageable and safer for everyone.

By running all the lines, whether gas or electrical, through the ceiling mounted booms, you're essentially eliminating any trip hazards and amalgamating everything into one easy access location. But does that make booms a generic commodity? Absolutely not.

Booms are not something you can 'trial' or get a demo of – kind of like going to your hair stylist and asking for a free haircut to “test drive”.

However, going on a site visit to another hospital that has done a similar project to yours can really help you move your process forward.

We hope to have illustrated as such with this article. Our goal is to make sure that decision makers are aware of all the factors and considerations when procuring boom systems.

## Additional Resources

Meditek is a major player in the boom installation market in Canadian healthcare.

We have installed dozens of booms in some of the largest hospitals in Canada, right down to private surgery centers.

Our knowledge and expertise, complemented by our design and consulting capabilities, put us at the top of the leaderboard.

*Please note:* Meditek specializes in boom supply and installation for Western Canada.

**Not sure about the correct configuration for your needs?**

**Tell us a little more about your needs and get ideas now!**

**GET IDEAS!**





# CHAPTER 20

How Hospitals Can Save From Their Laundry/  
Linen Budget?

# How Hospitals Can Save From Their Laundry/Linen Budget?

Have you ever heard of the NeverEnding Story?

We're not talking about the 1984 film about a brave boy, angelic empress and luckdragon with the face of a dog.

No, we're talking about **hospital budgets and the perpetual quest to slay excess.**

This story is as true today as it was over thirty years ago.

Just like in some imaginative stories, sometimes the "thing" that gives the hero the power to be victorious is something that we overlooked in the beginning.

Then we simultaneously do the eye-rolling expression of disbelief, "Ahhhhh". We get it now. Now, it all makes sense.

The same thing goes for hospitals when they're trying to save money. Laundry/linen is that "thing" that gets overlooked.

*"It's a necessary evil,"* they say.

*"We've been doing it this way for a hundred years,"* we're told.

*"Oh, we've negotiated a really good contract price".*

*"There's just nothing more we can do to save money when it comes to laundry and linen".*

Or, is there?

(By the way, the answer is yes, there is.)



## How can hospitals save tons of money in their laundry/linen budget?

We know you can't wait to hear the answer, so here it is. aEx linen center

### Automated point of distribution.

What does *that* mean???

Glad you asked.

Hospitals can save tons of money by using IPA's aEx, automated linen center.



aEx is a secure cart that allows inventory to be closely tracked, while eliminating unauthorized users.

With a secure, authorized-access-only cart, **replacement and processing costs shrink.**

It's a simple equation:

**Use less + lose less = reduced costs**

## The Economics of Laundry/Linen

Really? We're going to talk about the economics of linen?

Yes, we are, and we're really excited about it.

Calculating linen costs comes down to a simple formula:

**Replacement Costs + Processing Costs = TOTAL LINEN COST**

However, before we can start crunching numbers, we need to compile the right data first.

# How Hospitals Can Save From Their Laundry/Linen Budget?

We work with your linen professionals to find efficiencies from **loss rate** and **linen utilization**.

The combination of locking out unauthorized users, streamlining distribution and analyzing utilization data allows aEx users to **see exactly how it impacts their bottom line**.



## Just how much does aEx reduce costs by?

Great question!

From data gathered all over North America, aEx reduces costs, on average, as follows:

**Linen replacement costs = 30%**

**Processing costs = 20%**

Based on **your data** from **your hospital**, we work with you to benchmark **what you should be saving** by using the aEx linen automation system.

## Increased Nurse Satisfaction

Ask yourself this: **how much is nurse satisfaction worth to you?**

Don't just give a quick answer (which should be **a lot**, by the way) but really think about it.

Nurse satisfaction means a lot of things for your hospital, such as:

- Reduced staff turnover
- Better engagement
- Better employment attractiveness
- Less conflict
- Less headaches for you

*Here's a dare, are you ready?*

Okay. Stop reading, go out right now, and ask the first ten nurses you see about their linen frustrations.

Chances are they might tell you this:

*"We never know when carts need to be restocked"*

*"Often times I can't find what I need, so I hoard linens in my patient's room"*

*"The linen cart is annoying because of the inconvenient and impractical cover"*

*"I waste a lot of time sorting through and looking for the linen I need"*

**What if we were to tell you that we could alleviate your nurses' pain points?**



# How Hospitals Can Save From Their Laundry/Linen Budget?

How will we do that? To re-cap, aEx:

- Is a secure cart that allows inventory to be closely tracked and eliminate unauthorized users – driving down replacement and processing costs.
- Has Real-time monitoring through its clearView software, so that linen personnel are alerted when levels get low. They know exactly which aEx cart needs restocking.
- Has real-time analytics, hoarding is a thing of the past as nurses don't have to worry about never having the linens they need at the time they need it.
- Has an automated door that closes after the linen is extracted. There's no annoying cover that needs to be flipped over, zipped up or Velcro'd. Plus, linen is always covered promoting infection prevention.

All the linen is neatly stored inside the aEx cart behind a locking door, which is only accessed by authorized users. This means that no one is moving the linens around and putting them out of place. Also, linen theft is basically eliminated.

Wow!

Imagine being able to save **20% to 30% on your linen reprocessing/replacement costs** AND have **ZERO complaints** from your nurses.

How much is that worth to you?

## aEx Does Infection Prevention

One of the biggest threats to hospitals today is the spread of hospital-acquired infections. **HAI's are a big deal that costs hospitals a lot of money.**

When it comes to linens, it's policy to cover the cart to prevent contamination.



How many times have you seen a linen cart cover not covering the cart properly?

You may not have noticed before, but you probably will now.

In the linen cycle from processing to end user, linen can get compromised at various touch points.

### Processing Plant > Transport > Receiving and Stocking > Cart > End User

There's not much you can do about the first couple of touch points, but you can definitely do something about the cart and end user.

The authorized-only, automatically closing door eliminates any chance of the linens being left uncovered.

Plus, because nurses no longer have to hoard linens in patients' rooms, there is less chance of cross-contamination.

## Conclusion

When you think about the two factors that cause you budgetary headaches with linen, you realize that they happen at the same point in time.

That is, the point of distribution.

With aEx, we're taking away your problems. That's it. That's what it does.

**Control the point of distribution and you will control your costs.**

**Start Saving Money Now!**

# CONCLUSION

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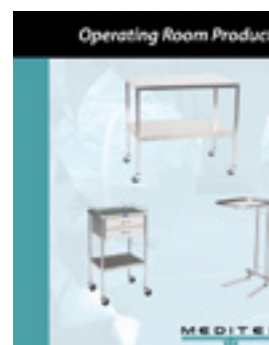
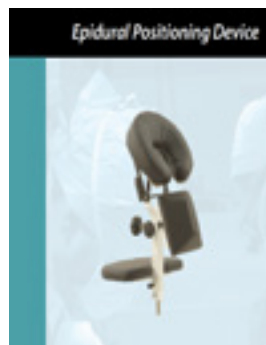
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