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# General Surgery Table BUYER'S GUIDE

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*Everything you need to know about buying a general surgery table*



A PUBLICATION BY  
**MEDITEK**



Here for L.I.F.E.

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# INTRODUCTION

Buying a surgical table can be a complex task that could result in your facility getting a table for great value but in time you find doesn't fill all your requirements.

This Buyer's Guide will guide you through the process of buying a general surgery table from getting to know the major players, right down to the smallest of purchasing details.

For the person who has no previous experience or knowledge about surgical tables, we have included a comprehensive explanation of everything surgical tables.

For the seasoned surgical table person, feel free to skip forward to the sections that are most relevant to you.

All the information presented in this guide is neutral and unbiased. Our goal is to help you find the right surgical table for you.

We are going to tell you:

- Who are the best general surgery table manufacturers
- Common problems found with all tables
- The pros and cons of the major table manufacturers, listed by brand
- A comprehensive review of all the major brands and models in terms of features and benefits
- Price differences for refurbished, reconditioned and remanufactured surgery tables
- The technical specifications of the major brands and models
- The pricing factors that make up the final cost for your surgical table

**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)**

**Live Chat**  
**with Us!**

**Call:**  
**1.800.567.8400**

# MEDITEK OVERVIEW

Since Meditek's inception in 1981, we have come across virtually every brand and model of general surgery table that have graced operating rooms across Canada.

In fact, Meditek's start in business was remanufacturing older or malfunctioning surgical tables into as-new condition, which has carried forward until today. Through our remanufacturing program and having supplied so many brands and makes and models of tables, we are in a unique position to be a trusted advisor on all things related to tables.

With decades of experience and industry knowledge we are always looking to solidify our relationships with Canadian healthcare staff by providing unbiased and truthful information.

Whether you are looking for a new surgical table or would like to inquire about repairs or remanufacture for existing tables, our courteous and professional sales and service representatives look forward to connecting with you.

*The Meditek Team*

## WHY MEDITEK?

### OUR CUSTOMER SERVICE:

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

### RENEW REMANUFACTURED PRODUCTS

Quality products at budget-friendly prices.

### FLEXIBILITY:

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

### OUR WARRANTY:

Two year parts and labour warranty.





The background of the slide is a faded, grayscale photograph of several medical professionals, likely surgeons, wearing white lab coats and stethoscopes. They are looking down, possibly at a patient or a piece of equipment, creating a professional and clinical atmosphere.

# CHAPTER

# 1

## Functionality and Applications of Surgery Tables

# Functionality and Applications of Surgery Tables

Advances in design and technology<sup>1</sup> have increased the importance and role of surgical tables as a functional part of any procedure. Whether in the operating room or performing an orthopedic scan, newer model surgical tables help make medical workers' jobs easier and patients more accessible by offering more than just being a solid surface. It's tempting, in an era when our watches can connect to the internet, to put an unlimited number of gadgets and gizmos on surgical tables. They can become so loaded with extras that a surgical table's primary function is overlooked.



As a general rule of thumb, we know it's best to keep surgical tables as simple as possible, as to avoid mistakes in the OR due to insufficient training or knowledge about the table. We offer different types of operating tables for sale, each with separate functionalities, which are perfect for what you need in the moment.

Not every procedure requires a catheter tray extension, for instance, but it's helpful to have in many cases. One aspect of surgical tables that does stay the same in every case is patients' comfort — and it should be one of the most important.

Medical facilities want their patients at ease and in the least

amount of pain possible, which also plays into our surgical tables' differences depending on the procedure. The key to providing the right table is understanding what is needed when and varying the design accordingly.

Read on for our guide to different types of surgical tables and what benefits they can provide to a hospital or medical group.

## Surgical Tables Types

Here is a breakdown of some of the different surgical table types and their features:

### GENERAL SURGERY TABLES

When most medical professionals think of a surgical table, the general surgery table comes to mind. The best tables allow easy patient access.

A few things to look for in a good general surgery table include:

- **Accessibility:** Doctors need the ability to adjust the table high or low, to allow them to gain access to the part of the patient being operated on. Angle adjustment capabilities can also help the doctor reach the surgical area more comfortably and safely.
- **Stability:** The anesthesiologist also needs access to the patient before the procedure begins. Because positioning placement and precision are critical to delivering the right dosage of anesthesia, the surgical table must be steady and cannot sway or move if the patient's weight or position shift.

# Functionality and Applications of Surgery Tables

- **Support for large patients:** One of the realities of 21st-century surgery is an increased rate of obese patients. In fact, according to the Canadian Obesity Network, one in four adults and one in 10 children in Canada are clinically obese<sup>2</sup>. That's roughly six million people.

High-quality surgical care shouldn't be limited by the maximum weight allowances of surgical tables. The standard table should, at minimum, be able to support a patient weighing 136 kg (300 pounds). However, equipping an OR with tables that can support patients weighing 450 kg (1,000 pounds) or more may be more practical, since all indications are that patient weights will continue to increase.

## IMAGING TABLES

While general surgery tables may provide a certain level of imaging support, the most advanced medical imaging procedures require specialized tables. Sophisticated imaging procedures help limit use of exploratory surgery and instead allow patients to opt for minimally invasive alternatives. When selecting an imaging table, it's important to find one that allows the performance of imaging methods such as:

- Any type of fluoroscopy, including vascular procedures
- Any procedure requiring a catheter tray extension, such as cardiovascular procedures, lateral tilt or height adjustment
- Procedures requiring lateral/longitudinal float, Trendelenburg/reverse Trendelenburg, lateral tilt or height adjustment
- Specialized 3-D imaging

Technology constantly changes the field of medical imagery. It's important to ensure any imaging tables have been designed with the latest procedures in mind, even if your clinic or hospital does not offer such services yet. They may be offered soon, and it's more expensive to upgrade surgical tables a short time later rather than get the most advanced option the first time.

## NEUROLOGY TABLES

Neurological procedures require precision. Therefore, neurology tables should offer the best possible patient access through exceptional positioning, which will allow doctors to perform these surgical maneuvers.

Neurology tables also are designed to give medical professionals precise control over their patients' movement. Accidental jostling can derail a neurological procedure, so any movements of a neuro table require a two-step process. That way, nothing gets moved accidentally. Additionally, our neurology tables provide the following specific features:

- A wide range of positioning options, such as a back section, lateral slide and tilt, longitudinal slide, Trendelenburg and elevation options
- Electro-hydraulic operation that's easy to learn, with manual controls for positioning the head and back section
- Precise foot-controlled tabletop slide functions, allowing surgeons and medical staff to make delicate movements hands-free

# Functionality and Applications of Surgery Tables

Surgeons should have the ability to offer input on a neurology table's complete configuration and optional attachments or accessories. It's useful to have a rubber cover on the posturing control, for instance, so it does not slip out of the surgeon's hand when it's during the operation.

## ORTHOPEDIC TABLES

Canada's population is aging. In fact, according to the most recent national statistics, there are more people over age 65 than children ages 0-14<sup>3</sup>, a first in Canadian history. Roughly one in six Canadians is age 65 or older.

As the population gets older, the need for orthopedic care will also increase because bone mass declines when people age. This leads to common orthopedic ailments among older people, including osteoarthritis, osteoporosis, fractures and dislocations.

Clinics and hospitals will need to expand their facilities to address these needs, including obtaining the necessary specialty orthopedic tables to help with an increase in procedures.



A recent government study determined the median age in 2011 was 39.9 years old, up from 26.2 in 1971.



These tables have features offering greater patient comfort when they undergo procedures such as hip or knee replacements, shoulder operations, osteosynthesis and myelograms.

Functionalities may include:

- Electrohydraulically adjustable shoulder plate
- Integrated traction bars for traumatology extension treatment
- Easy access for image intensifiers and X-rays
- Special patient positioning for spinal column procedures

While aging may be the most common reason for needing an orthopedic procedure, these tables have broader applications as well. Often people requiring knee and shoulder reconstructions, along with a wide range of surgeries addressing athletic injuries, use orthopedic surgical tables.

## UROLOGY & CYSTO TABLES

Urology and cysto specialty surgical tables are designed to give surgeons, doctors and other medical professionals access to their patients for delicate procedures.

Providing surgeons with precise control over the movements needed to complete these procedures greatly reduces the time spent in surgery. This also cuts down on the risk of errors, and patients appreciate that. The less time they have to spend in an awkward position, the happier they will be.



# Functionality and Applications of Surgery Tables

The best urology and cysto tables incorporate precision foot controls and specific positioning functionality, allowing easy access to the small areas being treated.

Other advantages of surgical tables designed specifically for urology and cysto procedures include:

- Maximizing access to the C-arm during imaging
- Excellent positioning for seed implantation
- Radiolucent extension used in brachytherapy treatment

## Installation Support

For any of our surgical tables, functionality is contingent upon proper installation. That's why we provide full-service installation support<sup>4</sup>. While working with an installation consultant may seem like an added step in the process of acquiring new surgical equipment, our support reduces the implementation time by streamlining the on boarding of new equipment and procedures.

In addition, our design experts<sup>5</sup> are here to help you find the best surgical table solutions for the space you have. Perhaps you face space constraints or specific interior issues that must be addressed — such as an oddly shaped room or a transition to a hybrid OR.

We will make sure you not only get the best table for your particular needs, but that it will also be installed quickly and correctly, so you don't have to worry about it. You can keep your mind on the medicine. We can assist you in all the stages of installation, from transport and setup to quality control.

## ReNew Remanufactured Operating Room Tables

For those hospital and clinic administrators looking to cut costs without compromising on quality, our ReNew remanufacturing<sup>6</sup> program for existing tables is an excellent solution.



Instead of replacing tables that still meet your surgical needs yet are no longer functioning as well as they once did, consider remanufacturing them to bring them back to as-new condition.

You can reap considerable savings by buying these types of tables. Still, many hospitals do opt for new surgical tables. Why?

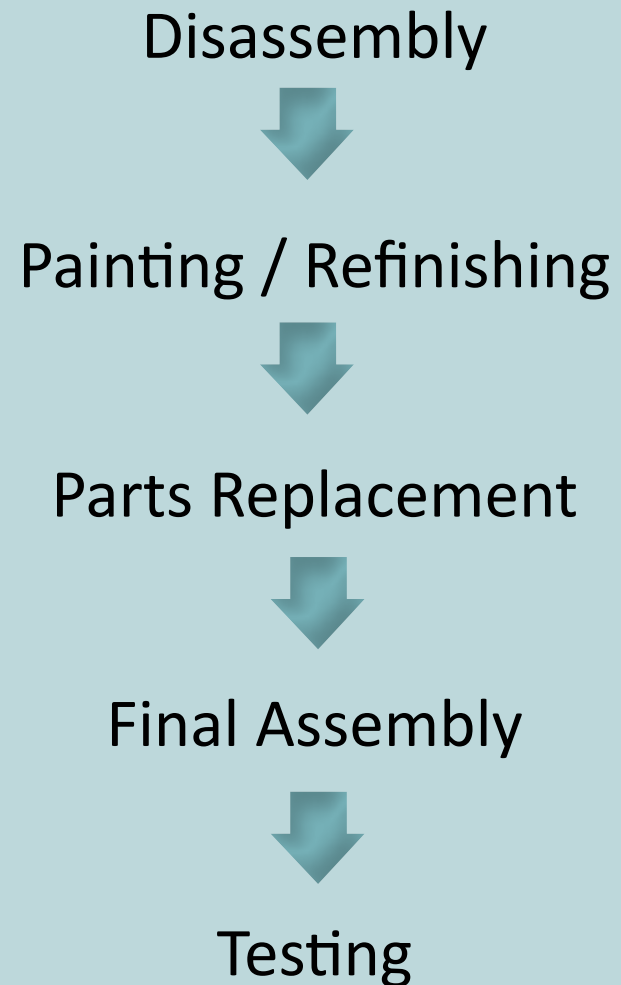
# Functionality and Applications of Surgery Tables

- Often it's a question of necessity. Malfunctioning surgical equipment may render an OR unusable until the equipment can be repaired.
- Because surgical schedules are so exacting and OR time is so valuable, the risk of a malfunctioning table isn't worth the reduced cost.

However, our ReNew tables are not simply repaired and refurbished tables. They are restored to as-new condition. They are no more prone to malfunction than a new table. These tables are kept to high standards. If a table has been determined to be incapable of performing at factory-new levels, it will not be offered as a remanufactured product.

Despite functioning at the same level as new tables, a ReNew table costs around half as much as a replacement. For small clinics with equally small operating budgets or large hospitals looking to replace a great number of surgical tables, this type of savings can free up considerable capital for other lifesaving measures.

Furthermore, the remanufacturing process will help you determine which tables are still functioning properly or might only require minor and affordable adjustments. You can also find which ones need a more thorough remanufacturing. By only performing extensive remanufacturing on tables that truly need it, you will save even more money, further alleviating pressure on increasingly stressed operational budgets.



The background of the slide is a grayscale photograph of surgeons in an operating room. The surgeons are wearing masks and caps, and their hands are visible near a patient. The image is slightly blurred and has a high-contrast, almost graphic quality.

# CHAPTER

# 2

## Best General Surgery Table Manufacturers

# Best General Surgery Table Manufacturers

Unlike manufacturers of OR tables, as a distributor we don't have to focus on just one brand or model. This insight allows us to give a transparent and honest review of the best general surgery table manufacturers in Canada.



**\*Please note:** In this article we talk about the most popular surgical table brands in Canada based on our several decades of experience in the surgical table business, market research and estimated market share.

## SKYTRON

A proud-to-be privately owned company, Skytron<sup>7</sup> has been around since 1972. Located in Grand Rapids, Michigan, Skytron's first product was an innovative surgical light. Over the years, the product mix and lines grew into surgical tables, booms and monitors, medical storage units, warming cabinets, integration and more. Skytron has 6 current surgical tables. They include:

- **1602 ESSENTIA<sup>8</sup>** - Skytron's most economical table solution, which still features Skytron's exclusive tabletop rotation

- **3003 IMPULSE<sup>9</sup>** - Imaging table with carbon fiber top for full body imaging
- **3502 EZ SLIDE<sup>10</sup>** - The table with the most height, the 3502 offers 21" of slide to accommodate imaging access
- **3602 ULTRASLIDE<sup>11</sup>** - Offers the most slide of any table at 23", the 3602 can handle bariatric patients as well
- **6302 ELITE<sup>12</sup>** - A versatile table that has bariatric weight limits, in addition to 210° tabletop rotation
- **6702 HERCULES<sup>13</sup>** - The workhorse of the Skytron tables with some of the highest weight capacities in the industry



**DID YOU KNOW?**

On many products, including OR tables, Skytron holds the title of having the lowest cost of ownership.



# Best General Surgery Table Manufacturers

## STERIS/AMSCO

Steris<sup>14</sup>, sometimes referred to as Steris Amsco, has a long history in the medical equipment industry, having primarily focused on sterilization and infection prevention equipment. With corporate headquarters located in Mentor, Ohio, the Steris portfolio includes much more than sterilization products, including general surgery tables. Steris currently has 4 general OR tables on the market:

- **AMSCO 3085<sup>15</sup>** - Considered one of the most reliable and popular surgical tables for many years
- **STERIS 4085<sup>16</sup>** - Designed for imaging with a narrow column and radiolucent tabletop but also featuring many patient positioning options
- **STERIS 5085<sup>17</sup>** - Bariatric table with low height capability
- **STERIS 5085 SRT<sup>18</sup>** - Similar to the 5085 but includes slide, base rotation and transport



The Amsco 3085 is one of the most popular surgical tables in North America.

**DID YOU  
KNOW?**

## MAQUET

Maquet<sup>19</sup>, a brand under the Getinge Group, has been around for well over a century, with founding roots in Germany. These tables are sometimes found to be in a slightly higher price range than its counterparts, but everyone agrees on the quality German engineering.

Maquet general surgery tables include:

- **ALPHAMAXX<sup>20</sup>** - This table's pride is its ability to shoulder higher load capacities in various positions
- **ALPHASTAR PRO<sup>21</sup>** - Two versions of tables with different height adjustments
- **ALPHACLASSIC PRO<sup>22</sup>** - A simplistic design and operation, this table is one of the more cost effective powered tables
- **BETACLASSIC** - Being a manual surgical table, the Betaclassic is robust and cost efficient
- **BETASTAR** - A fairly simple yet effective table, the Betastar is mobile and budget-friendly
- **MAGNUS** - Available in four versions, the core of the Magnus is its versatile column
- **MEERA** - The latest table from Maquet, the Meera is the next generation combination of the Alphastar Pro and Betastar

# Best General Surgery Table Manufacturers

- **OTESUS** - The next generation of the Alphamaquet, the cost-effective Otesus improves on many features while adding some new one



Maquet introduced the first motorized operating table.

**DID YOU KNOW?**

## STRYKER

Stryker, founded in 1941 by Homer Stryker, is located in Kalamazoo, Michigan. Originally creating mostly surgical instruments, Stryker has evolved to encompass a wide product mix, in addition to surgical tables. In 2014 Stryker acquired Berchtold, so the Operon series tables are now a Stryker product offering. Stryker Operon OR tables currently include:

- **D770** - The most economical of the three current models, it achieves all common positions for general surgery
- **D830** - Very similar to the D770 but with a 16.9" longitudinal slide
- **D860** - Proclaims to have the 'greatest vertical range on the market'

The company first came to Canada in 1990 (Stryker Canada)

**DID YOU KNOW?**



So, there you have the most popular or common surgical table companies in Canada. There are definitely more out there, but we wanted to focus on the ones with the most significant market share.

When looking to buy surgical tables, especially in the case of wanting to standardize, consider what you already have in place. A lot of times, your staff will become accustomed and familiar with a specific brand or model. For example, if your facility has 3 Skytron tables, 2 Steris tables and 1 Maquet table, you probably would find some challenges with standardizing on Maquet.

In the case that you are not completely standardized on OR Tables, replacing what you have may be much easier if you can buy from a business that offers a wide variety of tables.



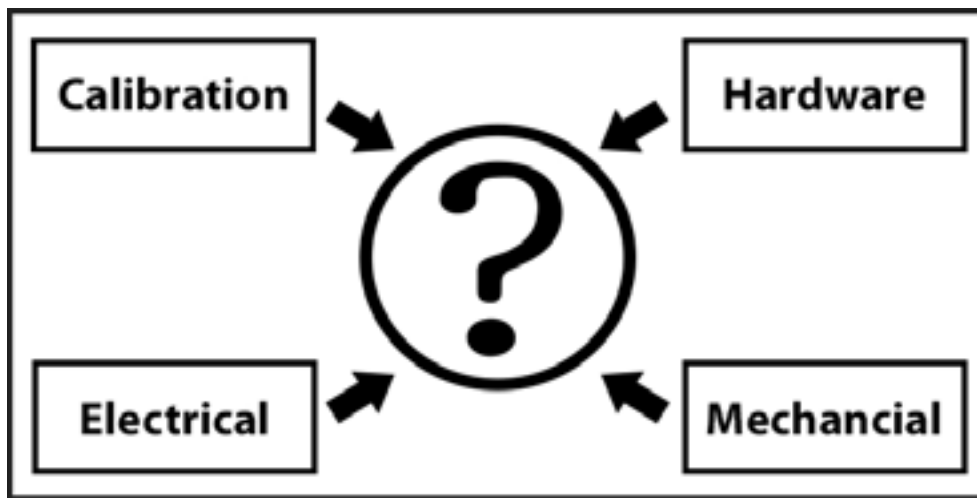
# CHAPTER 3

## General Surgery Table Problems

# Problems with General Surgery Tables

One of our biggest concerns when buying a new vehicle as consumers is whether we are getting a lemon. We've all heard about the warnings of buying a vehicle that was made on a Monday or Friday. But the fact is that cars, just like surgical tables, are not assembled in one day.

Every surgical table experiences the same problems as other tables at some point and to some degree. Whether you're looking to buy a surgical table or repair one, this article should help make you aware of the most common problems with general surgery tables.



Having the unique position of being a distributor and not a manufacturer of OR tables, *we are able to give an unbiased look at the most common problems found in general surgery tables.* However, we will keep it general and not single out any specific brand, as each brand has its own set of common problems and each model within that brand have their own set of common problems.

**Note:** To keep this article professional, we will not name any problems

that specific brands and models experience. The objective of this Buyer's Guide is to arm you with the questions you need to ask so that you can draw your own conclusions. Based on our experience and knowledge, here are the most common problems with general OR tables and the questions you should ask.

**“ Having the unique position of being a distributor and not a manufacturer of OR tables, we are able to give an unbiased look at the most common problems found in general surgery tables. ”**

## Hand Controls

By far one of the most common items to break, hand pendant controls are prone to breaking down no matter what surgical table brand you have. You may be thinking that the hand control is such a small piece, is it really that important? Since the hand control gives you access to certain positions not available via foot control, the answer is a big Yes. There are actually several issues within the overall hand control problem.



- **THE CORD:** A lot of times, the cord will break due to it being pulled or stretched. Likewise, if the cord is excessively long, there is a better chance that it will catch on something and break. Check the durability of the cord. Is it coiled or straight? Each hand control unit will have a strainer relief component.



# Problems with General Surgery Tables

If this breaks, as it happens to do with one particular brand more than others, the cord experiences higher friction when it is placed over the edge of the table. Once the cord is damaged, the hand control loses all functionality, rendering the table virtually useless.

- **ELECTRONIC COMPONENTS:** The hand control is basically just like any other remote control. You press a button and an electrical function engages. And just like any type of computer board, we know that there are differences in quality of soldering and microchips.
- **CASING:** Hand controls tend to get their share of punishment, whether it's being banging against the table, or falling on the floor and the casing makes all the difference. Here are some questions to ask your salesperson:
  - Is the hand control casing made of plastic or metal?
  - Is the clip made of plastic or metal?
  - What kind of metal? Steel, aluminum, etc.?
  - How is the clip fastened to the casing? Is it one solid piece, or is the clip attached with a screw or adhesive?
  - Are the buttons recessed, or do they stick out?

## Calibration



We're all aware that moving parts in any product or equipment will experience some calibration issues over time. Same thing goes for surgical tables. You want to look for a table that will require minimal re-calibration, as constantly having to do this will cut into the table's up time.

- **RETURN TO LEVEL:** Some complaints that we have seen over the years are that the table only goes a little bit of the way back to level position and not fully. We see this problem with two particular models we have worked on a lot. If a table isn't returning to level at all, this may be more than just a calibration issue.
- **LATERAL TILT:** This feature can put a lot of stress on a table, especially if the patient is at max weight. There are essentially three issues that can happen:
  - It's not reaching its maximum degree
  - It's not returning to normal level
  - It's tilting more than what the lateral tilt is supposed to - In the third case, the issue may be very serious, and the table should be taken off line, as it may be more of a mechanical issue.
- **TABLE DRIFTING DOWN:** If you try to hold something heavy in your hand above your head for an extended amount of time, eventually your arm will start to drift down. Same thing goes for tables. Case after case of going up and down with patients weighing it down, the table's strength will start to show signs of weakness and drift will occur. This is especially true if you have a table with a lower maximum permissible weight and patients that are consistently close to the max (i.e. table weight of 500 lbs and patients of 300 lbs). Whereas, if you have a table with a max weight of 1,200 lbs and your patients are 300 to 400 lbs, there is less stress.
- **LEG SECTIONS:** While we have seen several cases of leg

# Problems with General Surgery Tables

sections drifting down, the more common problem is the leg section frames not aligning. This could be due to malfunctioning pins that either get stressed or worn out.

## Outer Shell and Mechanics

By far one of the biggest service issues we see is the breaking, cracking, bending, or loose outer shell of a surgical table. The implications of which can either **be purely cosmetic or detrimental to function**.

When looking at buying a surgical table, ask the vendor about the material used. While Maquet uses a fiberglass base cover on some models, most others will use stainless steel. Remember that stainless steel also varies in strength.

- **BASE COVERS:** If something happens to the base cover, it's probably most likely going to be a cosmetic thing. When it's not is when the base cover gets a crack where liquids can either get in or out.

\*\*\*The ergonomics of the base cover is also important. If you have a base cover that is flat with a wide surface area, staff will be more inclined to place accessories on top of the base. This is not necessarily a good thing. You see, when another staff member lowers the table, unaware of the accessory on top of the base, the result may be a broken accessory, damaged base cover, and most importantly damaged column shrouds (aka column covers). Some tables come with an inverted base cover and shorter ends, which make placing accessories on top of the base not a good idea at all.

- **COLUMN SHROUDS:** Not only is the number of column shrouds important but also the grade, or thickness, of the stainless steel that cover the column. Here are some questions to ask:

- How many shroud covers does the table have?  
There is a big difference between having three or seven.
- What is the grade or thickness of each shroud?  
Remember that the lighter the grade, the easier it is to damage.

There is one brand and model in particular that has experienced a recall due to the column shroud being easily damaged.

*\*Important: When the column shrouds get bent, the table will not raise and lower properly, which could in turn do more damage to the table and break it. If you see a bent column shroud, take the table out of service immediately.*

## Lateral Tilt

There are two main problems that can occur with the lateral tilt, each very serious. The first one is almost entirely specific to one brand. It is that the lateral tilt main pivot pin fails to stay locked and then slides out of place. Once it's out of place, the pin will bend, which results in the tabletop falling over.



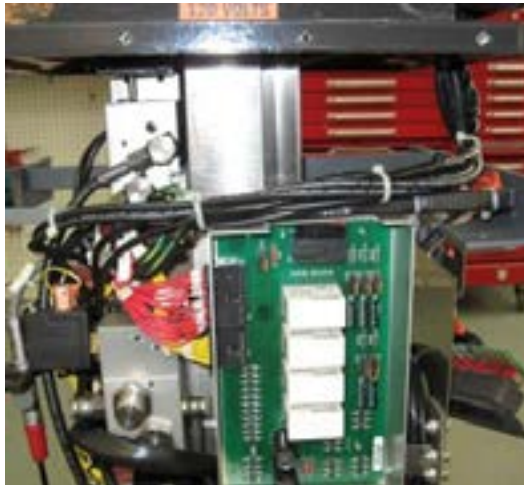
Pretty much every table is susceptible to the second issue. The screws and fasteners of the lateral tilt hydraulic cylinder bottom bracket come loose, and the tabletop with tilt to one side and not stay level.

# Problems with General Surgery Tables

- **SIDE RAILS:** Apart from keeping a patient from falling off, side rails hold accessories, usually via a clamping system<sup>23</sup>. Clamping may damage the side rails themselves due to over tightening. The other two most common ways to damage them is by being moved beyond their intended positions, or by other equipment banging into them.

## Electrical/Power

The more electronic components the table has the more likely that there will be an electric failure somewhere. This is where a lot of brands differentiate themselves. For example, while there is one brand in particular that uses fewer electronic components, they only have one single point where power goes through.



We've seen many cases where the power source was not able to handle what was being asked of it and that resulted in the table breaking down.

However, on the other side of the spectrum, we've seen tables with more electronic components going through more than one power supply experience issues as well.

- **BATTERY NOT CHARGING OR HOLDING A CHARGE:** Definitely one of the issues we see all the time. There could be a few reasons why batteries stop charging or hold a charge.

- Table being left in the ON position while not in use
- Lack of Preventive Maintenance<sup>24</sup>
- Leaving the battery discharged for an extended amount of time
- Not fully charging the battery
- Continuing to use the table battery even though battery light is blinking and not plugging in the table
- Power cord is defective
- Circuit breaker was tripped
- Fuse burnt out

Another thing to consider is if the table has a lead-acid battery and is not used very often or put into long-term storage. Lead-acid batteries are prone to self-discharge and deterioration if not used frequently.

## Hydraulics

The main problem with the hydraulic system is *leaking oil*. While the result of a hydraulic system is essentially the same in every surgical table, the means of getting to that result can differ. For example, while two tables will both have hydraulic cylinders, the quality of those cylinders will determine the likelihood of oil leaking, the quantity of oil leaked and how frequently.

The other important consideration is the number of cylinders. The more moving parts the table has, the greater chance of something going wrong. It is safe to say that, at some point, all surgical tables will leak oil.

# Problems with General Surgery Tables

Another important factor is how the base is designed. Some tables will have a base that holds oil and stops it from leaking onto the floor, while others will be porous and will allow oil to leak onto the floor.



*\*Important: Oil on the floor may lead to very dangerous slipping or falling hazards for staff and patients.*

## Drawing Your Own Conclusions

At the end of the day, all tables from all brands have problems. The ones we listed here are what we found over the last 35 years to be the most common.

We hope that you can use this guide to help narrow your search when looking to buy an OR table or for simply identifying problematic areas to start looking for on your existing equipment.

Keeping these common problems in mind will help you draw your own conclusions as you converse with vendors about different surgical table brands (and that is the best way you can use this unbiased knowledge!).

## Things to Remember

Today's tables are as complex as vehicles and in need of just as much preventive maintenance. You take your car for an oil change(and etc.)... your table needs maintenance too.

### Always pay attention to:

**UNUSUAL:** BREAKING  
CRACKING  
BENDING  
TILTING

**ANY:** POWER FAILURES  
LEAKING OIL  
BROKEN PIECES

## How can you prevent or minimize these problems?

We strongly recommend having your surgical tables under a Preventive Maintenance contract where the table is getting inspected and maintained on a set and scheduled basis (we recommend at minimum every 6 months).

A good PM program will inspect, test and adjust all of previously mentioned points meaning that potential failures can be caught and corrected pro actively before they develop into serious failures.

Additionally, by following good PM protocols, you will prolong the useful life of your equipment and thereby reduces the costs associated with capital equipment replacement.



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

# CHAPTER

# 4

## Pros and Cons of General Surgery Table Brands & Models

# Pros and Cons of General Surgery Table Brands & Models

So, you're looking to buy a new OR table, and you want to find out the pros and cons of each general surgery table to see which one is the best fit for you...**BUT there's just one problem.**

How can you get unbiased information from a surgical table manufacturer if they can only offer their own brand? The answer is simple – It's really difficult, if not impossible. Sure, you can compare the max weight or the weight capacity. But what about things that make the table easier to clean, or make it easier for staff to operate?

These are a little harder to distinguish and can easily be vaguely intriguing by eager salespeople with sayings like, “[*BRAND NAME*] has long stood at the forefront of surgical table design and innovation — and that leadership continues with [*MODEL NAME*], providing functionality in conjunction with the latest industry-leading technology” (whatever that means...).

When we are looking to buy something, anything, there are essentially two things that we pay attention to (excluding price).

- 1 Does the product has the technical capabilities to do what we need it to do?
- 2 The benefits.

With this chapter, we hope to touch more upon the benefits of surgical table brands as opposed to the technical specs, as well as other general brand information. A lot of times, we are comparing apples to apples, and the differences are hard to see. By looking at the benefits

of each, however, we are able to take into account more of what the value the table gives us.

At Meditek, we have been fortunate enough to be in a unique situation where we have the ability to offer a multitude of OR table brands and models<sup>25</sup>. Starting way back in 1981 as one of the first (if not the first) true remanufacturers of surgical tables<sup>26</sup>, we have since worked on pretty much every surgical table brand and model that can be found in a Canadian operating room.

We have also been in the unique position of being the exclusive distributor for both Maquet and Skytron surgical tables at different times.

*\*Please note that the information in this article is based on public information and from decades of experience working with these brands. While it is our intention to present accurate information, there may be a certain degree of information that has changed over time.*



# SKYTRON

Many healthcare equipment companies doing business in Canada boast that they've been around for a hundred plus years. While Skytron was started in 1972, they've always remained focused on the operating room, as opposed to having started out in a completely different field. The OR equipment that they provide has many times introduced innovation and often led the way in many 'first' categories. The times when they are not 'first', they have frequently provided 'better'.

## PROS:

- Historically have the lowest cost of ownership
- Market leaders in top slide and true tabletop rotation (the tabletop rotates independently of the base)
- Considered to be very reliable
- Simplistic and intuitive design – kind of a Lego-type plug and play system (easy to service)
- Consistency in design (maintenance is easier as each table is similar to other Skytron tables)
- Base is designed to not leak oil on floor, if there is an oil leak

## CONS:

- Tend to be heavier making them not so well suited for room to room transport
- Limited accessory range when compared to some other manufacturers
- No serial USB port for servicing (although simplistic design negates the need for this)
- No infra-red (wireless) hand control
- Section articulation tends to be slower than other tables



# STERIS

Steris history dates back to 1894, where it was a primarily sterilization-based company. However, today Steris has a very large product mix that touches on numerous departments. Steris arguably is the creator of one of the most popular general surgery tables in North America – the 3085.

## PROS:

- Brand is universally recognized as being one of the most reliable (3085)
- Usually more cost effective upfront
- Very good quality hydraulic system
- Very easy to work on for maintenance or repair (older models)
- Fewer electronic components for making adjustments (older models)



## CONS:

- Somewhat of a smaller surgical table offering, comparatively
- May not be as user-intuitive as other brands (hand controls on newer models very complex)
- Power supply may become overwhelmed as it is the one point for all incoming electrical
- Non-consistent engineering with newer models (change in engineering direction, making them more computerized, harder to service, and more complex to use)
- Weight capacities and functional positioning may have discrepancies



# MAQUET

Maquet was founded in Germany in 1838, but it is now a product brand under the Getinge Group. A self-proclaimed mid-sized OR table manufacturer, Maquet surgical tables are highly respected in the healthcare industry.

## PROS:

- Universally recognized as being a very high quality table
- We have heard comments such as “Beautifully designed” and “Accessories are almost like an art”
- Very good maneuverability
- With some models, able to change functionality, while base stays the same
- Very reliable
- Remote controlled from separate room



## CONS:

- Typically, but not in every case, known to be one of the most expensive surgical table brands, if not the most expensive
- Service parts are expensive
- May be susceptible to hand control cable damage (strain relief)
- Modularity could be confusing for end users and complex for simple operations
- Service support not as long as other manufacturers
- Some accessories could be labeled as over-engineered and over-complicated

# STRYKER/BERCHTOLD

Dr. Homer Stryker, who invented new surgical tools as he found the existing ones to be inadequate for his patients, founded Stryker in 1941. The unfortunate events of WWII boosted the demand for Stryker products, and the brand grew exponentially. Originally a Berchtold product, the Stryker Operon brand of surgical tables “carries on the brand’s established legacy by delivering excellent value without compromise”.

## PROS:

- Combines high weight capacity without compromising height ranges
- Lowest minimum height of any surgical table
- Holds a few “world’s first” title, such as:
  - World’s first 567 kg standard operating table
  - World’s first sensor recognition of modules for a standard operating table – connecting and identifying table section modules and actively controlling the integrated crash prevention
  - World’s largest height adjustment range on a standard mobile operating table
  - World’s first carbon fiber tabletop incorporated into a general purpose table

## CONS:

- May experience power supply issues
- Not as popular (very little market share)
- Many design changes over the years (inconsistent engineering)
- Not enough on the Canadian market to get a good sense of functionality and reliability



# Pros and Cons of General Surgery Table Brands & Models

## Honourable Mentions

We recognize that there are many other general surgery table manufacturers on the market; however, based off market share and market knowledge of what is out there, there is little use in identifying each and every one.

### TRUMPF

Trumpf Medical develops and manufactures medical equipment for operating rooms, intensive care units, and related clinic areas. They developed a patented coupling system for operating tables in 1997. In 2014 they were acquired by Hill-Rom. They continue to stand for innovation in the field of medical technology<sup>27</sup>.

### SCHAERER MAYFIELD

Schaere Medical USA Inc. provides precision general and specialty surgical tables and accessories to the USA and Canada. Their products are manufactured in their product facilities in Switzerland and the US. Their Swiss engineering and precise construction provides durable and low lifetime cost of ownership<sup>28</sup>.

### STILLE

Stille was founded in 1841 by Albert Stille of Stockholm. Stille didn't produce a battery-operated surgical table until 1967. After another bankruptcy and another purchase in 1993. Stille then merged with Sonesta AB in 2002. Sonesta had previously created tables of their own. Stille AB now has multiple lines of surgical tables<sup>29</sup>.

## Conclusion

Every vendor wants you to buy from them. That's why they're in business, and there is nothing wrong with that.

So, the question for them becomes: **'What general surgery table is the right fit for you, that is within what I can offer'** as opposed to **'What general surgery table is the right fit for you'**

The benefits that a surgical table bring with it should be an important factor in the purchasing decision.





# CHAPTER 5

## Reviewing the Most Popular General Surgery Tables (By Brand & Model)

# Reviewing the Most Popular General Surgery Tables

Choosing a surgical table for your operating room can be a daunting task with many factors to consider. A lot of times, it feels like comparing apples to apples.



One of the biggest factors is always price, as this is a major capital purchase. There are a few other major influences such as technical specifications, quality, and being the right fit for your needs (functionality).

With funding approved, the definitive search for a new OR table begins. Either someone issues a tender or someone from procurement gathers a bunch of quotes. Whichever way, you will experience a lot of noise from general surgical table manufacturers and distributors.

How can you really tell the difference and hone in on which operating room table is appropriate for your facility<sup>30</sup>?

**OUR GOAL:** To give you the information you need in a non-biased and transparent way. We want to give you the tools you need to help make that important decision.

What we won't do, however, is tell you that one brand or model is 'better' than the other because the 'better' surgical table for you

depends on your needs. We will, however, provide you with a comparison of technical specifications of the most popular general surgery tables, and a 'best of' snapshot of which brand or model does best in which technical specification.

\*Disclaimer: While the information in this article about surgical table manufacturers is publically available, there may be instances of limited inaccuracies as information can change over time.

## SKYTRON - General Surgical Tables

Skytron, considered to be the market leader in top slide and top rotation, has a wide range of surgical tables<sup>31</sup> available from a basic OR table to a bariatric, heavy-duty table.

- **Top Rotation:** Other manufacturers will tell you that they also have top rotation, but beware: Skytron tables are the only ones that truly rotate from the top of the table, as opposed to releasing the brakes and essentially turning the entire table while in operation.
- **Table Base:** The table base, throughout the models, is ergonomically designed for low profile that allows easy C-arm access. The unique indented base design allows space for the OR team's feet, so that they can stand right up close to the table with the comfort of having their feet placed under the table.
- **Low Cost of Ownership:** Skytron has always strived to make hospital equipment with the lowest cost of ownership. One of the ways they accomplish this is by reducing annual maintenance costs.



# Reviewing the Most Popular General Surgery Tables

Studies over the years have shown that these models may be more expensive to purchase up front, comparatively to some, but with their reliability and simplistic overall design, the actual cost of ownership often ends up being lower.

## Skytron 6700 Hercules Series

This bariatric series of tables includes the most recent 6702, in addition to the 6701 and 6700B. All models have weight lift and articulation limits of over 1,000 lbs, as well as a low height at 23", respectively. While the 6700B goes 3" higher than its counterparts, the 6702 boasts an emergency shut off switch that is essential to patient safety. The 6702 Hercules also showcases 210° top rotation and power beach chair positioning that allows for automatic, one-touch setup of shoulder procedures.



## Skytron 6500 Series

A relatively older table, coming out in the early 90's, the 6500 tables were originally considered bariatric tables. At that time, the 6500 was considerably more advanced than most other tables on the market, as it featured Skytron's exclusive 180° top rotation, removable leg section and the greatest height range. Having a maximum weight capacity of

500 lbs, Skytron also offered an even more bariatric model, the 6500HD, which had a max weight limit of 850 lbs.



## Skytron 6302 Elite

The 6302 can be considered a bariatric table, as the weight capacities are 1,000 lbs lift and 600 articulation, respectively. Similar in many ways to the 6702, the 6302 is considered the less expensive relative. This table also features 210° top rotation and power beach chair positioning. Positioning the patient is made easy with a one-touch pendant control that features recessed buttons to prevent accidental activation.



# Reviewing the Most Popular General Surgery Tables

## Skytron 3600 Ultraslide Series

The 3600 series includes the 3600B, 3601 and 3602 tables. The main feature of this table is the top slide. The 3602 boasts the most top-slide available in today's market at 23". A bariatric table by all means, the 3602 is very similar to the 6702 with one major difference – the 3602 does not have top rotation ability. However, the table still features power beach chair positioning.



## Skytron 3500 EZ Slide Series

Included in this series are the 3500, 3501 and 3502. While very similar to the 3600, the 3500 series is considered the more budget friendly of the two. Still considered a bariatric table with 700 lbs lift and 600 lbs articulation, the top-slide is just a little less than the 3600 at 21". Of the current Skytron tables, the 3502 features the tallest height capability at 47". Another notable feature is the articulation will not affect the top slide ratings, even when maximum weight capacity is reached. Two things to note are that this table series does not have a removable back section, and the 3500 has a little less weight capacity than the 3502.



## Skytron 1602 Essentia

The 1602 is the most streamlined of all the latest Skytron tables. It still offers a high weight capacity and 180° top rotation, but at a much lower cost.

This table is most suitable to smaller operating rooms and private surgery centers.



# Reviewing the Most Popular General Surgery Tables

## STERIS - General Surgical Tables

A fair statement to make is that most everyone working in an Operating Room has heard of Steris surgical tables<sup>32</sup>.

- **Strong History:** In 1996, Steris stopped selling the Amsco 1080, a manual workhorse table that has been in use dating back to the mid/late 1960's! Incredibly, there are still 1080's working hard in some Canadian ORs.
- **Tables that Last:** At one point in time, the Amsco 2080 was considered the most widely sold surgical table in history. It came in manual, electric or remote control versions. Even years after its relevance has dissipated, the 2080 is still looked at as one of the most versatile and well-designed surgical platforms.
- **Reputable:** When they were introduced, the 3080 and 3085 boasted many advanced features that answered clinical needs and were complemented with reliability, which made these tables arguably the most popular in North America at that time. Like the ergonomic base design of Skytron tables, Steris tables also showcase a narrow base that makes it easy for gaining imaging access.

### Steris 5085

The latest generation of the Steris general surgery table models include the 5085 and 5085 SRT. Both come with a lower minimum height, but the 5085 SRT has the ability to rotate the table (by unlocking the breaks and simple rotating the entire table), somewhat similar to tabletop rotation. The rotation is made possible by the 5th wheel, which also allows for the transportation of patients. Table positioning data can be telegraphed visually to staff via a LCD window. Beach chair positioning is a one-touch button operation.



### Steris 4085

The Steris 4085, considered an all-purpose table, was designed for today's patients and procedures. It offers a high weight capacity of 1,100 lbs and easy imaging access with its narrow column, radiolucent tabletop and 18" slide. In case of an uneven operating room floor, the self-leveling locks make sure the table stays firm throughout the procedure. The table is very intuitive, making patient positioning easy and efficient. The leg section is removable and lightweight.



# Reviewing the Most Popular General Surgery Tables

## Amsco (Steris) 3085 and 3080

Throughout the late eighties and into the new millennium, Amsco tables have been synonymous with reliability, popularity and quality. In the prime of the 3080/3085, thousands of these tables were sold across North America, as they answered many operating room table questions. Versatility and flexibility were brought to a new level with the tables' ability to achieve precise patient positioning with the touch of a button.

The hydraulic system, to this day, is still regarded as one of the best-designed systems on the market, according to one of our most senior technicians, who has personally worked on hundreds of tables over a +30 year career. *\*Note: The main difference between the 3085 and 3080 is the weight capacity. The 3085 has lift and articulation of 1,000 lbs, but the 3080 only allows 400 lbs.* For the 3085, the 1000 lbs is based on the optimal patient position and orientation but some restrictions apply, such as:

- If using/articulating the patient in lateral tilt the max weight is 500 lbs, regardless of patient orientation.
- If the patient is in reverse orientation (patient's head at the normal foot end) then the weight cap of the table reduces to 500
- However, for extra patient weight and width capacity and expanded surgical capabilities, Amsco 3080 and 3085 SP Surgical Table owners should consider the Amsco 3080/3085 SP Bariatric Foot Extension (rated weight capacity of 1,000 lbs).

The 3080 has always been regarded as a workhorse. In fact, *\*Outpatient Surgery, May 2013<sup>33</sup>*, asked a panel of manufacturers to list remanufactured tables that are the best economical choices

without cutting corners on quality and the 3080 was one of the seven listed. *\*Please note that you may have to sign in to read the article.*

Billed as “one of the most reliable and popular surgical tables”, the 3085 is a bariatric table with a great ability to customize for any surgical specialty. In a nod to Steris Amsco innovation, they integrated the Hermes voice-activated control system into the 3085 in 2001. The idea was to create a hands-free environment in the operating room. The system gave the surgeon direct voice-command control over the positioning of the table during a procedure. While the concept was logical, the practicality of it never really took off. For example, the surgeon would have to pre-record the voice commands before a surgery, which was then uploaded into the system. This would limit the table positioning only to the surgeon. Not only did the surgeon need to be trained on the acceptable vocabulary, but also on the pronunciation of each command and the responsive speed of the table.

In the hundreds of 3085 tables that Meditek has remanufactured, there is no quickly accessible memory of ever having worked with a Hermes-ready table.



# Reviewing the Most Popular General Surgery Tables

## MAQUET - General Surgery Tables

With their German engineering, Maquet surgical tables<sup>34</sup> are considered by many in the healthcare industry to be very high quality and functional across multiple disciplines.

- **Continuing Success:** Acquired by the Getinge Group in 2000, Maquet has always been a leader in surgical table technology. The Maquet OR table is renowned anywhere you go. In fact, Maquet states that of the approximate 700,000 surgeries performed everyday worldwide, about a third of those happen on Maquet tables.
- **Award Winning:** With early beginnings in 1838, by the time the end of the 19th century rolled around, Maquet had picked up 36 international awards for outstanding achievements on their various product lines.
- **Modular Design:** Although interchanging tabletops is common with several surgical table brands, Maquet really emphasizes this and makes it a focal point in their table offerings. Much of the modules will have a direct effect on the technical specifications. For example, the 1150.30 tabletop has a weight capacity of 838 lbs, but the 1150.20 has a max limit of 540 lbs.

In the interest of brevity, we will list maximum weight capacities where applicable. Please keep in mind that technical specifications may change within the model numbers.

### Maquet 1130 Series (Heidelberg)

Although now outdated, the C-Arm compatible 1130's T-shaped base made it ideal for surgical staff to get comfortably close to the patient. A testament to its age, the 1130 has a weight capacity of only 300 lbs.



### Maquet 1150/1160 Series (AlphaMaquet and Otesus – the new AlphaMaquet)

The AlphaMaquet featured a universal tabletop that offered virtually unlimited positioning. With a healthy maximum permissible weight of 800 lbs, the table could also support 44 lbs of accessories in any position (when set into the operating table column). Maquet's new version of the AlphaMaquet, the Otesus, is "particularly distinguished by its cost-effectiveness", according to Maquet.

If you happen to have an AlphaMaquet in your surgical table fleet, the good news is the compatibility between the two significantly reduces the cost of upgrading. To make the table mobile, Maquet introduced the Otesus Ergo Drive transporter. It features an advanced auto drive function for easy table maneuvering, individual speed regulation, simple and intuitive operational control using the "Sensor Drive handle", which is similar to a motorbike throttle. Some of the other upgrades include expanded angles for combinations of trendelenburg/reverse trendelenburg and lateral tilt.



# Reviewing the Most Popular General Surgery Tables



## Maquet 1131 Series (BetaStar)

The BetaStar is a simple, straightforward table divided into six sections. One of its distinctive qualities is the ability to travel straight and laterally due to the special design of its castors. In addition to an infrared hand control unit, the BetaStar allows simultaneous connection of the corded hand control and the foot switch.

## Maquet 1118 Series (AlphaClassic Pro and BetaClassic)

The AlphaClassic Pro is the powered version of the BetaClassic. The backlit control allows for operation in a darkened theater. Touted as a cost-effective option, the table doesn't produce shadows for imaging.

The BetaClassic table is a great fit for environments where there is unreliable electricity or none at all, as the table is manually operated by a hydraulic power unit. Since no external power is needed, two good applications are military and disaster. Extra-large castors help move the table across various terrains.



## Maquet 1180 Series (Magnus)

The 1180 Magnus emphasizes one of the greatest height ranges of surgical tables on the market at 21" to 48.6". The inclination angles of up to 80° and tilt angles of up to 45° offer unique X-ray conditions and clear access to the operating field. To make the Magnus mobile, you require the Magnus transporter system. Various castor settings allow for straight or lateral movement, in addition to being fully locked.



# Reviewing the Most Popular General Surgery Tables

## Maquet 7200 Series (Meera)

The 7200 Meera is a combination of the most beneficial characteristics of the AlphaStar Pro and BetaStar. One of its most distinctive features is the motorized longitudinal shift (12.2"), which allows for almost unrestricted radiolucency. And without further ado, the Maquet winner is...the Maquet Meera. In 2016, the Meera beat out 5,000 entries from 53 countries to win the iF Design Award<sup>35</sup> in the product category for Medicine/Healthcare. This award is for excellence in design.



## Maquet 1132 Series (AlphaStar Pro)

The 1132 is available in a normal or low height version. The low height version has a minimum of 24". With its T-shaped base, the 1132 can be compared somewhat to the Steris 3080 and 3085. A four-point base provides exceptional stability, while the versatility of the tabletop makes positioning the patient ideal for a number of surgical specialties. However, a few things to be aware of about the 1132, it has no kidney elevator (AKA a kidney bridge) and its base cover is a one piece fiber glass unit. If this cover gets severely damaged from things being left on top of it, it is a very major repair process to have the cover replaced as the entire table needs to be split in half in order to remove & replace the unit.

## Maquet 1133 Series (AlphaMaxx)

A bariatric table that features a low height of 24", the Alphamaxx is able to withstand extreme loads in any of its positions. Having a modular design means that it can be adapted to complement the patient's size and be equipped in very little time. The 1133 also features a longitudinal shift, also known as slide or top slide, of 18" to gain better imaging access. A feature that makes the 1133 standout is the split leg option. The auto-drive feature makes it easy and safe to transport the table.

Furthermore, Maquet has developed a wireless control for the auto drive called Sensor Drive. Using infrared technology, it enables easy maneuvering of the table while regulating the speed.



# Reviewing the Most Popular General Surgery Tables

## STRYKER/BERCHTOLD OPERON - General Surgery Tables

The Berchtold surgical table<sup>36</sup> mix consists of the Operon B series and the Operon D series, with the D series being more recent. Within the B series, the models include the B710 and B810. The D series consists of the D760, D770, D820, D830, D850, D860.

\*Note: Current Stryker models include only the D770, D830 and D860. As the Berchtold line of surgical tables has changed ownership several times over the last few decades, it's difficult to gather brand information.

### Berchtold B710

This five section surgical table features a 770 lbs patient weight limit. On board features include one-touch flex position and powered beach chair button. One of the more distinctive features is that a convenient pass-through x-ray channel eliminates the need for cumbersome x-ray tabletops.



### Berchtold B810

The B810 was originally built to offer a better experience with access, positioning and control. The split leg Berchtold B810 features a concave base to give OR staff a few extra inches of room for their feet. To be even more accommodating, the table has one of the highest ranges, going up to 48".



### Berchtold D760

The Berchtold D760, which shares much of the refined styling and technology of the Operon D850, is available in two different height ranges. At the time of its release, the D760 boasted "the widest lateral imaging window in the industry of 18.3", which is consistent for the entire length of tabletop". This is unconfirmed if it still holds true today.



# Reviewing the Most Popular General Surgery Tables

## Berchtold D770

The Operon D770 is billed as the economic-friendly option of the D series. This table is similar in all technical specifications to the D830 minus the longitudinal slide.



## Berchtold D830

The Operon D830 had the increasing demand for flexibility in its sights when being designed. One of its distinctive features is the emergency integrated keypad stored on the lift column



## Berchtold D820

The Operon D820 consists of a four-module tabletop. It can achieve full range of articulation with a weight limit of 992 lbs.



## Berchtold D850

The Operon D850 was developed over a period of two years. The vertical range is from 22.6" to 46.4". The public information on this table says that it comes with carbon fiber tabletop construction, but there may be a discrepancy with this. According to a federal lawsuit<sup>37</sup>, a Berchtold representative(s) overcharged a facility for what they described as "carbon fiber imaging table top upgrade", which apparently does not exist.



# Reviewing the Most Popular General Surgery Tables

## Berchtold D860

The Operon D860 is the upgraded version of the D850. Three factors combine to give this table an optimal platform for imaging. They include the carbon fiber tabletop, integrated X-Ray channel and top slide of 16.9”.



## In Conclusion

As you read through the information on different surgical table distributors' websites, you'll notice a lot of blank statements. These include things such as:

- **“No matter the surgical position, this table is designed to meet the requirement.”**
- **“Mobile universal operating table which offers maximum load capacity, maximum flexibility and maximum comfort.”**

It is important to ask your representative about the specific details of all the tables and how each of them can work for you.

## ASK YOUR REP:

**TO EXPLAIN HOW OR WHAT THE TABLE HAS THAT MAKES IT LIKE THIS**

**WHAT THE MAXIMUMS FOR THE TABLE ARE, AND HOW THEY COMPARE TO OTHERS**

**HOW THEY MEASURE MAXIMUM COMFORT COMPARED TO OTHERS**

A reputable representative will not only want to answer your questions, but they will do so with cold hard facts.

## What Can Meditek Do For You?

We have two unique things going for us.

1. We are considered the leading remanufacturer of surgical tables in Canada.
2. We can source any brand from any manufacturer to fit your needs (for remanufacturing). In addition, Meditek also supplies new Skytron surgical tables.





# CHAPTER

# 6

## Technical Specifications of Major Surgery Table Brands and Models

# SKYTRON Table Specifications

SKYTRON	6702	6701	6700B	6500	6302	5001	3602	3600B	3502	3500	1602
Min. Height	23.6"	23"	23"	26"	25"	28"	24.375"	24"	26"	26"	27.2"
Max. Height	41.5"	41"	44"	47"	39.75"	45"	43.25"	42.5"	45"	45"	40.9"
Length w/o Headrest	79"	79"	79"	79"	78"	75"	82"	82"	82"	79"	78.75"
Width w/o Side Rails	19.6"	19.75"	19.75"	20"	19.75"	20"	19.63"	19.5"	19.75"	19.75"	19.6"
Max. Weight (Lift)	1200 lbs	1200 lbs	1200 lbs	500 lbs	1000 lbs	400 lbs	1000 lbs	1000 lbs	700 lbs	500 lbs	500 lbs
Max. Weight (Articulation)	1000 lbs	1000 lbs	1000 lbs	500 lbs	600 lbs	400 lbs	800 lbs	800 lbs	600 lbs	500 lbs	500 lbs
Trendelenberg / Reverse	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	25°/20°	25°/20°	28°/28°
Lateral Tilt	30°	30°	30°	30°	30°	30°	30°	30°	20°	20°	23°
Leg Up/Down	20°/100°	20°/100°	20°/100°	20°/150°	20°/100°	110°	15°/100°	15°/100°	2°/98°	2°/98°	100°
Back Up/Down	90°/40°	90°/40°	90°/40°	90°/40°	90°/40°	90°/30°	90°/40°	90°/40°	90°/40°	90°/40°	90°/30°
Flex/Reflex	40°/90°	40°/90°	40°/90°	40°/90°	40°/90°	25°/25°	40°/90°	40°/90°	40°/90°	40°/90°	30°/90°
Kidney	6"	6"	6"	5"	4"	5"	5.75"	5.75"	6"	6"	No
Battery	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Back Up	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes
Tabletop Rotation	210°	210°	210°	180°	210°	180°	No	No	No	No	180°
Return to level	Yes	Yes	Yes	Yes	Yes	No	Yes	Yes	Yes	No	Yes
Slide	No	No	No	No	No	No	23"	23"	21"	21"	No
Weight of Table	750 lbs	900 lbs	900 lbs	TBD	700 lbs	810 lbs	TBD	800 lbs	827 lbs	827 lbs	562 lbs

# MAQUET Table Specifications

MAQUET	7200 Meera	1180 Magnus	1131 Betastar	1118 BetaClassic	1118 AlphaClassic Pro	1160 Otesus	1150 AlphaMaquet	1133 AlphaMaxx	1132 AlphaStar Pro	1130 Heidelberg
Min. Height	24"	22.2"	24"	23.6"	23.6"	24"	28.5"	25"	25"	28"
Max. Height	41.5"	48.8"	37"	37.4"	37.4"	46"	47.8"	41"	46"	43"
Length w/o Headrest	80"	81"	TBD	81.7"	81.7"	85.6"	89"	86"	71.3"	80"
Width w/o Side Rails	21"	21.26"	21"	20"	20"	21.3"	19.7"	21"	20.5"	21"
Max. Weight (Lift)	1000 lbs	838 lbs	1000 lbs	342 lbs	550 lbs	838 lbs	800 lbs	800 lbs	500 lbs	300 lbs
Max. Weight (Articulation)	550 lbs	551 lbs	TBD	TBD	400 lbs	TBD	TBD	800 lbs	500 lbs	300 lbs
Trendelenberg / Reverse	25°/35°	TBD	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	30°/30°	25°/20°	25°/20°
Lateral Tilt	20°	45°	20°	15°	15°	28°	25°	20°	18°	25°
Leg Up/Down	80°/90°	80°/90°	80°/90°	0°/95°	0°/95°	90°/90°	90°/90°	10°/90°	80°/105°	25°/75°
Back Up/Down	70°/40°	90°/60°	70°/40°	60°/50°	60°/50°	70°/60°	70°/60°	80°/40°	68°/25°	65°/45°
Flex/Reflex	TBD	TBD	70°/40°	TBD	TBD	TBD	TBD	20°/55°	Adjust- able	Adjust- able
Kidney	TBD	TBD	TBD	4"	4"	TBD	TBD	TBD	TBD	TBD
Battery	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes
Back Up	Yes	Yes	Yes	No	Yes	No	Yes	Yes	Yes	Yes
Tabletop Rotation	No	No	No	No	No	No	No	No	No	No
Return to level	Yes	Yes	Yes	No	Yes	Yes	Yes	Yes	Yes	Yes
Slide	12"	18"	TBD	11"	12.2"	13"	12.6"	9"	No	TBD
Weight of Table	642 lbs	TBD	573 lbs	364 lbs	364 lbs	TBD	TBD	693 lbs	693 lbs	TBD

# BERCHTOLD Table Specifications

BERCHTOLD	B710	B810	D760	D820	D850	D860	D830	D770
Min. Height	28"	28"	25"	25"	22.6"	22.6"	25"	25"
Max. Height	45"	48"	42.3"	42.3"	46.4"	46.4"	42.3"	42.3"
Length w/o Headrest	81.1"	76"	83"	79.6"	82.6"	82.6"	82.6"	82.6"
Width w/o Side Rails	20.9"	21"	21"	21"	21"	21"	21"	21"
Max. Weight (Lift)	770 lbs	600 lbs	1000 lbs	1000 lbs	1000 lbs	1250 lbs	1000 lbs	1000 lbs
Max. Weight (Articulation)	TBD	600 lbs	500 lbs	500 lbs	1000 lbs	1000 lbs	1000 lbs	1000 lbs
Trendelenberg / Reverse	30°/30°	30°/30°	30°/30°	30°/30°	30°/31°	30°/30°	30°/30°	30°/30°
Lateral Tilt	20°	20°	20°	20°	20°	20°	20°	20°
Leg Up/Down	70°/90°	0°/105°	30°/105°	30°/105°	30°/105°	30°/105°	30°/105°	30°/105°
Back Up/Down	70°/70°	80°/40°	90°/45°	90°/45°	90°/45°	90°/45°	90°/45°	90°/45°
Flex/Reflex	250°/35°	225°	225°	225°	225°	225°	225°	225°
Kidney	No	3"	3"	3"	3.7"	3"	3"	3"
Battery	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Back Up	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Tabletop Rotation	No	No	No	No	No	No	No	No
Return to level	Yes	TBD	Yes	Yes	Yes	Yes	Yes	Yes
Slide	No	12"	No	16.65"	17"	16.9"	16.9"	TBD
Weight of Table	TBD	715 lbs	TBD	TBD	TBD	TBD	TBD	TBD

Want to learn more?  
CLICK on the brand for more  
information

SKYTRON

MAQUET

BERCHTOLD

STERIS



# STERIS Table Specifications

STERIS	5085 RT	5085	4085	3085	3080
Min. Height	22.8"	22.8"	26"	27"	27"
Max. Height	42.5"	42.5"	45"	44"	44"
Length w/o Headrest	83"	81"	81"	76"	76"
Width w/o Side Rails	20"	20"	20"	20"	20"
Max. Weight (Lift)	1200 lbs*	1200 lbs*	1100 lbs	1000 lbs	400 lbs
Max. Weight (Articulation)	600 lbs	600 lbs	600 lbs	500 lbs	400 lbs
Trendelenberg / Reverse	30°/30°	30°/30°	30°/30°	25°/25°	25°/25°
Lateral Tilt	20°	20°	20°	18°	18°
Leg Up/Down	0°/105°	0°/105°	0°/105°	80°/105°	80°/105°
Back Up/Down	80°/40°	80°/40°	80°/40°	55°/25°	55°/25°
Flex/Reflex	140°/100°	140°/100°	140°/100°	20°/25°	20°/25°
Kidney	4"	4"	4"	4"	4"
Battery	Yes	Yes	Yes	Yes	Yes
Back Up	Yes	Yes	Yes	Yes	Yes
Tabletop Rotation	No	No	No	No	No
Return to level	Yes	Yes	Yes	Yes	Yes*
Slide	18"	18"	18"	No	No
Weight of Table	850 lbs	820 lbs	560 lbs	920 lbs	920 lbs

# \*IDEAL\* Table Specs

		As seen on...
Min. Height	22.6"	Maquet 1180 Magnus
Max. Height	48"	Maquet 1180 Magnus
Length w/o Headrest	89"	Maquet 1150 AlphaMaquet
Width w/o Side Rails	22.26"	Maquet 1180 Magnus
Max. Weight (Lift)	1250 lbs	Berchtold D860
Max. Weight (Articulation)	1000 lbs	Skytron 6700/ Berchtold D770,830,850,860
Trendelenberg / Reverse	45°/ 45°	Maquet 1160 Otesus
Lateral Tilt	45°/ 45°	Maquet 1180 Magnus
Leg Up/Down	20°/150°	Skytron 6500
Back Up/Down	90°/60°	Maquet 1180 Magnus
Flex/Reflex	250°/35°	Berchtold B710
Kidney	6"	Skytron 6700/3500 Series
Tabletop Rotation	210°	Skytron 6700/6302
Slide	23"	Skytron 3600 Series

Above is our list of table specifications we have found to be the most ideal. As you can see, no table has everything we would like so it's important to think about what is most important for your facility.





# CHAPTER

# 7

How Much Does a  
Refurbished 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, and we've been doing it ever since.

## Refurbished vs. Reconditioned vs. Remanufactured Surgical Tables

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.

**REMANUFACTURE:** 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

## How Much Does A Refurbished Surgery Table Cost?

be best. 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 to see what the best course of action is, as the table might not be worth fixing.



**InSight®**  
Equipment Assessments

Onsite, thorough review of equipment of your choice by our expert technicians.



### 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. A lot of times, this is

# How Much Does A Refurbished Surgery Table Cost?

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

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

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# 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 showing a surgical team in an operating room. Several surgeons in scrubs and masks are visible, focused on a patient. Medical equipment and monitors are also present in the scene.

# CHAPTER

# 8

## How Much Does a General Surgery Table Cost?

A Breakdown of Essentials and Accessories

# 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 article 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**?

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**<sup>38</sup>"?

## 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? Does your work dictate that the table will be stationary, or do you foresee the need to have it mobile? If you are planning

# How Much Does A General Surgery Table Cost?

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 has a low-height version that boasts 23", whereas the Maquet Alphamaxx 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**





# CHAPTER

# 9

## Administrative Side of Purchasing an Operating Table



# Administrative Side of Purchasing an Operating 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 Maintenance 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.

# Administrative Side of Purchasing an Operating Table

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. 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.

# Administrative Side of Purchasing an Operating Table

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.

# CONCLUSION

Now that you've read the Meditek General Surgery Table Buyer's Guide, you should have enough information to make an informed purchasing decision.

You will be educated on the difference between buying new, refurbished and remanufactured, in terms of quality, value and price.

You now know all the major manufacturers and what they bring to the 'table'.

**What do you do now?**



## **Find The Right Surgery Table Fit For You**

Select the features and technical specs you want, then sent in for a quote!



**Download Surgical Table Checklist**

If you are still seeking information that we have not covered here, please feel free to reach out to us by phone or email.

**Phone: 1.800.567.8400 or Email: [info@meditek.ca](mailto:info@meditek.ca)**



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