



2012 Buyers Guide

in print and online

Listing Form

Listing Deadline: January 13, 2012

List and advertise in the complete reference source for device manufacturers in the \$300+ billion medical device and biomedical market. The *Medical Design 2012 Buyers Guide* puts your company in the spotlight! Stand out from your competition with an enhanced listing and dramatically increase your selling power...both in print and online at www.medicaldesign.com!

All You Need to Do Is:

- Complete the Contact and Company Information below.
- Select only those applicable categories from the Category Selection forms.
 - Choose up to 10 product categories to be listed in for \$60.
 - Additional categories may be purchased for \$20 each.
 - ALL Advertisers *in this issue* (Display, logo/call ad, online listings) receive UNLIMITED **boldface** categories at no additional cost.
 - Optional Color Listings available for an additional \$100.
 - Product Call Ads available!
 - Multimedia Marketplace online listings available!
- STAND OUT from the hundreds of other companies listed! Fill out your order form for enhancements today and increase your visibility in this valuable directory.
 - **Questions about Enhancements or basic listing? Contact Pat Wroblewski at 216.931.9424 or e-mail pat.wroblewski@penton.com.**
- **Fax your completed forms to 913.967.7207.**

Company Information (for publication)

Company/Division _____
E-Mail _____
Web Site URL _____
Address _____
City _____ State/Province _____ Zip/Postal Code _____ Country _____
Phone _____ Toll Free Phone (if different) _____ Fax _____
Sales Contact Name _____

Contact Information (NOT for publication)

Company/Division _____
Address _____
City _____ State/Province _____ Zip/Postal Code _____ Country _____
Your Phone _____ Your Fax* _____
Your Name _____ Title _____
Your E-Mail** _____

*Your fax number is used to communicate to you. By providing your fax number, you are giving written permission to receive listing and other related information from *Medical Design* magazine that may be of interest to you by fax. We will not share this information or use it for any other purpose. You may opt out of receiving faxes from us at any time in the future. **Required for sending future listing information.

Click here if you do not wish to receive future unsolicited fax advertisements at the fax number shown at the top of this page, please fax this page back to 866-364-8597. Alternately, you may phone us at 866-271-1964 or send an email to fax-opt-out@penton.com. Our failure to comply with your removal request within the shortest reasonable time, as determined by the FCC, with such valid request identifying the telephone facsimile machine(s) to which the request relates would be unlawful.

Fax completed forms by January 13, 2012 to 913.967.7207

Penton Media Inc. • Buyers' Guides Dept. - Medical Design • 9800 Metcalf Ave. Overland Park, KS 66212



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Enhancement Advertising

Advertise in the complete reference source for device manufacturers in the \$300+ billion medical device and biomedical market. The *Medical Design 2012 Buyers Guide* puts your company in the spotlight... both in print and online at www.medicaldesign.com.



Online: Online Buyers Guide Listings

Enhanced Online Listing

(Includes Full Contact Information, 4/C Logo, **Unlimited** Categories, 100-Word Company Description, Active Email and Website Links, Priority Search).....\$750

MultiMedia Marketplace Online Listing

(Includes Full Contact Information, 4/C Logo, **Unlimited** Categories 300-Word Company Description, Active Email and Website Links, Priority Search, Media Package*).....\$1200

Online directory viewable at directory.medicaldesign.com

Contact Arturo Mora at arturo.mora@penton.com for online materials specifications. Materials deadline 1/14/12

*Photos, videos, audio clips, PDFs, product spotlights

Print: Logo in Manufacturers Directory

Logo placement advertisers will receive the following:

- **Basic listing** in print which includes your company name, address, phone number, fax, email, and web address.
- **Unlimited category** listings, which will appear in **BOLD** at no extra cost!

Logo	\$200
Add 100-word company description	an add. \$100
Add 4/C to Logo	an add. \$100

Print: Call Ad Placement in Product Directory

Stand out in a product category with a **Product Call Ad (2W"x3H")**

Call Ad advertisers will receive the following:

- **Basic listing** in print which includes your company name, address, phone number, fax, email, and web address. "
- **Unlimited category** listings, which will appear in **BOLD** at no extra cost!

Call Ad (2W"x3H").....	\$400
Add 4/C to Call Ad	an add. \$100

Questions regarding Logo/Call Ad or Online advertising contact:
Pat Wroblewski at 216.931.9424 or pat.wroblewski@penton.com

Print: Display Advertising

Display Advertisers in *this issue* receive **UNLIMITED** listings under the categories of their choice in **BOLD**; 100-word company description (\$100 value); and Logo in Manufacturers Directory (\$200 value).

All Display Advertisers' print and basic online listings in our searchable Online Buyers' Guide include company name, address, phone, fax, and email address.

Display Advertisers, contact your local sales rep or Pat Wroblewski at 216.931.9424 or pat.wroblewski@penton.com



Logo not actual size



Call Ad (actual size 2W"x3H")

Print Artwork Specifications

- Photoshop/ Illustrator files
- Format: PDF, TIF, EPS
- Resolution: minimum 300dpi
- Black and White: grayscale
- Color: CMYK mode
- Images and logos from the internet are NOT useable for print.
- Logos: 2"Wx1"H
- Call Ads: 2W"x3H"

Listing Deadline: 1/13/12
Materials deadline: 1/14/12



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Enhancement Advertising Order Form
Listing Deadline: January 13, 2012

Online Buyers Guide Listings

Enhanced Online Listing

(Includes Full Contact Information, 4/C Logo, **Unlimited** Categories, 100-Word Company Description, Active Email and Website Links, Priority Search) **\$750**

Pick Up Logo Sending New Logo Pick Up Description Sending New Description

MultiMedia Marketplace Online Listing

(Includes Full Contact Information, 4/C Logo, Unlimited Categories 300-Word Company Description, Active Email and Website Links, Priority Search, Media Package*)... **\$1200**

Pick Up Logo Sending New Logo Pick Up Description Sending New Description

TOTAL Online Listing Rate \$ _____

Print: Logo Placement in Manufacturers Directory

Logo Placement (**free to Display**)\$200 Pick Up Logo Sending New Logo \$ _____

Add 4/C to Logoadditional \$100 Pick Up Logo Sending New Logo \$ _____

Add 100-Word Company Descriptionadditional \$100 Pick Up Descr Sending New Description \$ _____
(free to Display)

Total Logo Placement Rate \$ _____

Confirmed Display advertiser *in this issue* (write in \$0 for b/w Logo and 100-Word Description. Color Logo is still \$100 extra.)

Print: Call Ad Placement in Product Directory

Call Ad Placement (2W"x3H").....\$400
 Category number _____

Add 4/C to Call Ad Placement.....an additional \$100

Call Ad Placement (2W"x3H").....\$400
 Category number _____

Add 4/C to Call Ad Placement.....an additional \$100

Call Ad Placement (2W"x3H").....\$400
 Category number _____

Add 4/C to Call Ad Placement.....an additional \$100

Total Call Ad Placement Rate \$ _____

Note: See last page for payment options and for basic listings

TOTAL All (online, logo, call ads) \$ _____

Display Advertisers: Call your local sales representative or Pat Wroblewski at 216.931.9424 or pat.wroblewski@penton.com

You MUST sign below. Your purchase is not complete until you fill out below and fill in total amount above

Name _____ Title _____
 Company Name _____
 Address _____ City/State/Zip _____
 Phone _____ Fax _____
 E-mail _____ Website URL _____
 Signature _____ Date _____

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Category Selection Form

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Select up to ten (10) categories from the following that best describe your products and services. Advertisers *in this issue* (Display, logo, call ad, online) may select UNLIMITED categories at no extra cost.

Adhesive-Curing Systems

Adhesive Dispensers

Adhesive Materials

- Films
- Liners
- Pressure-Sensitive Components
- Tapes
- Transdermal Components

Adhesives

- Acrylic
- Anaerobic
- Class VI-Compliant
- Conductive
- Cyanoacrylate
- Epoxy
- Heat-Activated
- Hot-Melt
- Hydrocolloid/Hydrogel
- Methacrylate
- Moisture-Cure
- Polyester
- Silicone
- Urethane
- UV or Light-Cure

Compliance Services

- Class 10,000 Cleanroom Capabilities
- Clinical Services
- FDA Compliance
- FDA Registered
- FDA Submissions
- GMP-Validation & Compliance Services
- Government Liaison
- Laboratory Research
- Product Safety Compliance
- 21 CFR Part 11 Compliance

Business Services, Environmental

- Cleanroom Services
- Design & Construction Services
- Testing/Certification/Training Services

Business Services, Management

- Business & Industry Recruitment
- Business Planning
- Expansion & Relocation Services
- Marketing/Distribution
- Patents/Trademarks
- Software Integration
- Strategic Planning

Business Services, Manufacturing Capabilities

Business Services, Quality Control & Certification

- Advanced Quality Planning
- ISO 13485 Certified
- ISO 9000 Certified
- Process Validation/QC
- Quality Services
- Quality-System Certification

Contract Manufacturing, Assembly

- Assembly
- Cleanroom Assembly
- Contract Assemblers
- Custom Assembly
- PCB Assembly

Contract Manufacturing, Casting & Molding

- Casting
- Injection Molding
- Metal-Injection Molding
- Micromolding
- Molding
- Molding/Rubber
- Molding/Silicone
- Molding, Thermoplastic Elastomers
- Mold Making

Contract Manufacturing, Consulting

Contract Manufacturing, Design

- Conceptual Design & Visualization
- Consulting/Design
- Electro-Optical Design Services
- Facility Design
- Human Interface Design
- Optical Design Services
- Opto-Mechanical Design Services
- Product Design
- Prototyping
- Rapid Prototyping
- System Integration
- Technology Development

Contract Manufacturing, Electromedical Contract Manufacturer

Contract Manufacturing, Forming & Finishing

- Coiling
- Deburring

- Device Coating
- Electropolishing
- Grinding
- Machining/Finishing (Ceramics)
- Machining/Finishing (Metals)
- Machining/Finishing (Plastics)
- Photochemical Machining
- Pressure/Thermoforming
- Sheet-Metal Fabrication
- Stamping
- Surface Modification
- Wire Forming

Contract Manufacturing, Full Service

Contract Manufacturing, Joining & Sealing

- Brazing/Heat-Treating
- Laminating Services
- RF Welding
- Sealing
- Welding/Sealing

Contract Manufacturing, Machining

- Electrical Discharge Machining (EDM)
- Extrusion Laser Machining
- Laser Machining
- Precision Machining
- Small Hole Drilling

Contract Manufacturing, Marking/Printing

- Bar Coding
- Labeling
- Laser Marking
- Printing
- Printing Contract Services

Contract Manufacturing, Packaging

- Bagging/Pouching
- Blister-Packaging
- Box Build
- Cartoning
- Consulting/Design
- Contract Packaging
- Other
- Thermoforming

Contract Manufacturing, Specialty

- Converting
- Converting/Die-Cutting
- Die-Cutting
- Electroforming
- Lyophilization

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Electrical/Mechanical Components

- Actuators
- Batteries
- Battery Holders
- Cable & Wires
- Connectors
- Cords & Plugs
- Fuses/Surge Suppressors/Circuit Breakers
- Heating Elements/Transfer Devices
- Input Devices
- Lamps
- Mechanical Cable Assemblies
- Membrane Switches
- Power Supplies
- Switches
- Switches/Relays
- Transformers/Converters/Power Conditioners
- Wiring & Accessories

Electronic Components

- Capacitors/Resistors/Diodes
- Crystals/Oscillators/Piezoelectrics
- Electrodes
- EMI-RFI (Electromagnetic Interference and Radio Frequency Interference)
- Fiber Optics/Optoelectronics/Lasers
- Flexible Circuits
- Integrated Circuits
- Solid State Devices
- Transducers
- Transformer & Inductor
- Transistors/SCR

Electronic Components, Controls Related

- Level Controls
- Microcontrollers
- Microprocessors
- PCBs/Embedded Computer Boards
- Portable Memory
- Sensors
- Signals/Alarms/Indicators
- Thermal Control Devices
- Timers & Controllers

Electronic Components, Enclosure Related

- EMI/RFI Shielding
- Enclosures/Chassis/Cases
- Fans

Electronic Components, Meters & Displays

- Displays
- Meters
- UV Measuring Equipment

Environmental Controls, Air Handling & Treatment

- Air Filters
- Dust Collection
- Enclosure Cooling
- ETO Monitors
- Fans/Blowers
- Formaldehyde Detectors
- Humidity Control
- Laminar-Flow Hoods
- Noise Control
- Ozone Monitors
- Static Control Equipment
- Thermoelectric Modules
- Toxic Gas Monitors
- Vacuums

Environmental Controls, Analytical/Monitoring

Environmental Controls, Building Components

- Construction Materials
- Curtains/Dividers
- Flooring Systems/Mats
- Furniture

Environmental Controls, Cleaning Equipment & Supplies

- Cleaning Supplies
- Cleaning Systems
- Degreasing Solvents
- Ultrasonic Cleaners
- Wipes & Swabs

Environmental Controls, Cleanrooms & Components

- Cleanroom Ovens
- Cleanroom Paper
- Modular Cleanrooms
- Other Cleanroom Suppliers
- Softwall Cleanrooms

Environmental Controls, Clothing

- Garments/Apparel
- Gloves

Filters & IV Components, Filter Types

- Depth
- Hydrophilic
- Hydrophobic
- Membrane
- Microporous
- Non Woven
- Other Filters
- Screens

Filters & IV Components, Filtration Materials

- Carbon
- Cellulosic
- Ceramic
- Glass
- Nylon
- Plastic
- PTFE
- PVDF (Kynar)

Filters & IV Components, IV Components

- Angioplasty Balloons
- Cannulae/Needles/Trocars
- Check Valves
- Clamping Devices
- Connectors
- Drip Chambers
- Guidewires
- Infusion Sets
- Injection Sites
- Luers
- Sapphire Orifices
- Stopcocks
- Transfer Devices
- Tubing

Filters & IV Components, IVD Components

Hardware & Accessories, Components

- Casters
- Clamping Devices
- Fasteners
- Fittings
- Gaskets & Seals
- Handles & Knobs
- Hinges & Latches
- Inserts
- Inserts, Custom & Special
- Magnets/Magnetic Devices
- Nozzles
- Pneumatic Components
- Springs
- Springs, Gas

Hardware & Accessories, Equipment

- Carts & Workstations
- Device Mounting Systems

Hardware & Accessories, Tools

- Blades
- Custom Hand Tools
- Optics
- Pipettes

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THE SOURCE FOR THE DESIGN AND MANUFACTURING OF MEDICAL DEVICES

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Manufacturing Production, Assembly Related Equipment

- Assembly Equipment
- Barfeeds
- Chip Conveyors
- Component-Assembly Equipment
- Dispensers/Fillers
- Sealers
- Stainless Steel Cable & Assemblies
- Work Support Systems

Manufacturing Production, Cleaning Related

- Cleaning Systems & Chemicals
- Microfilter Assemblies

Manufacturing Production, Material Processing Equipment

- Extrusion Equipment
- Metal-Fabricating Equipment
- Molding Systems
- Other Plastics-Forming Equipment
- Presses
- Process-Control Equipment
- Processing Equipment, Mixers
- Rapid Prototyping Equipment
- Tubing-Processing Equipment
- UV-Curing Systems
- Welders
- Welders, Ultrasonic
- Wire EDM

Manufacturing Production, Material Remover Equipment

- Catheter Hole Drilling & Punching Equipment
- Deflashing/Deburring Equipment
- Grinding Machines
- Machining Centers
- Machining Equipment
- Milling Machines
- Molding Presses
- Screw Machines
- Strippers/Cutters
- Turning Machines

Manufacturing Production, Production Tools

- Tools, Custom & Special
- Tools, Cutting, Custom & Special
- Tools, Production

Manufacturing Production, Specialties

- Automation/Custom Equipment
- Converting Equipment

Materials, Compounds

- Extrusion
- Molding
- Separate
- TPE
- Urethane

Materials, Form Supplied

- Balls/Beads
- Bars/Rods
- Resin
- Sheet/Film
- Stock Shapes

Materials, Other

- Ceramics
- Colorants
- Composites
- Fibers
- Films
- Foam
- Glass
- Liners
- Metals & Alloys
- Precious Metals
- Rubber
- Synthetic Fabrics
- Textiles

Materials, Plastics & Elastomers

- ABS
- Acetals
- Acrylics
- Additives/Blends/Compounds
- Fluoroplastics
- Liquid Crystal Polymers
- Nylons
- PEEK/PEK
- PETG Copolyesters
- Polycarbonates
- Polyesters
- Polyetherimides
- Polyethylenes
- Polymers
- Polyolefins
- Polypropylenes
- Polystyrenes
- Polysulfones
- Polyurethanes
- PVC
- Silicones
- Tenite Cellulosics
- Thermoplastic Elastomers
- Urethanes

Motion Control

- Actuators
- Air Cylinders
- Ball & Lead Screws
- Bearings
- Belts & Accessories
- Brakes & Clutches
- Couplings
- Drives
- Gears & Gearing
- Linear Motion Systems
- Rotary Dampers
- Slides

Motors

- AC Induction
- AC Synchronous
- AC Variable-Speed
- Brush DC
- Brushless DC
- Gear
- Generators
- Linear
- Motor Speed Controllers
- Motor Starters
- Permanent Magnet
- Pneumatic
- Servo, AC
- Servo, DC
- Stepping/Microstepping
- Stepping Motor Drives
- Torque
- Universal

Motors & Motion Control, Position Detection

- Encoders
- Positioning Stages & Tables
- Positioning Systems
- Transducers
- Transmitters

Packaging Equipment & Supplies, Finished Packages

- Ampules
- Bottles/Jars/Vials
- Clamshells/Blisters
- Insulated Shippers
- Other Packages
- Pouches/Bags
- Trays

Packaging Equipment & Supplies, Labeling Packages

- Identification Products
- Marking Machines
- Marking Products
- Nameplates

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Packaging Equipment

- Bagging
- Bar Coding
- Blister-Packaging
- Case & Cartons
- Filling
- Form-Fill-Seal
- Inserting
- Other Equipment
- Sealing
- Stamping

Packaging Equipment & Supplies, Supplies

- Caps & Closures
- Caps & Plugs
- Films/Foils
- Labels
- Lidding
- Other Supplies
- Rollstock

Printing

- Equipment
- Supplies & Materials

Printing & Surface Treatment, Bar Coding

- Equipment
- Supplies & Materials

Printing & Surface Treatment, Device Coating

- Equipment
- Supplies & Materials

Printing & Surface Treatment, Labeling

- Equipment
- Supplies & Materials

Printing & Surface Treatment, Laser Marking

- Equipment
- Supplies & Materials

Printing & Surface Treatment, Surface Modification

- Equipment
- Supplies & Materials

Pumps

- Air
- Bearing
- Centrifugal
- Chemically Inert
- Compressor

- Diaphragm
- Gear
- Magnetic Drive
- Metering
- Oil-Less
- Other
- Peristaltic
- Piston
- Positive-Displacement
- Rotary
- Syringe
- Vacuum

Software, Business & Inventory

- Enterprise Software
- Intellectual Property
- ISO 13485
- ISO 9000
- Strategic Planning Software

Software, Compliance & Regulatory

- Compliance
- Compliance Management
- FDA Compliance
- Quality Management
- Regulatory
- Validation

Software, Design & Manufacturing

- CAD
- Design
- Design/Manufacturing
- Manufacturing

Software, Other

Sterilization, E-Beam

- Contract Services
- Equipment
- Monitoring Devices/Supplies

Sterilization, EtO

- Contract Services
- Equipment
- Monitoring Devices/Supplies

Sterilization, Gamma

- Contract Services
- Equipment
- Monitoring Devices/Supplies

Sterilization, Other

- Contract Services
- Environmental Control/Recycling Equipment
- Gas Plasma
- Hydrogen Peroxide Gas Plasma
- Monitoring Devices/Supplies

- New Sterilization Technologies
- Equipment
- Ozone
- Pulsed Light

Sterilization, Plasma

- Contract Services
- Monitoring Devices/Supplies
- Equipment

Sterilization, Steam

- Contract Services
- Monitoring Devices/Supplies
- Equipment

Testing, Products & Equipment

- Analyzers
- Circuit Testing
- Data Acquisition
- Electronic Controls
- Flow Meters
- Gauges, Meters, & Monitors
- Hand Held Instruments
- Leak Testing
- Machine-Vision Systems
- Measurement Instruments
- Microprocessor-Based Controls
- Operator Interface Products
- Optical Inspection
- Other Testing Instruments
- Product-Safety/Performance Testing
- Recorders
- Resistance Temperature Detectors
- Seal-Strength Testing
- Temperature Instruments
- Tube Testing

Testing, Services

- Component Testing
- EMI/EMC Testing
- Functional Testing
- Laboratory Testing
- Material Testing
- Medical Device Testing
- Microbiology/Chemical Testing
- Other Testing Instruments
- Product-Safety/Performance Testing
- System Testing

Tubing, Materials Used

- Composite
- Fluoroplastic
- Glass
- Latex
- Liquid Crystal Polymers
- Metal
- Nitinol

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Tubing, Materials Used (continued)

- Nylon
- Polycarbonate
- Polyethylene
- Polyimide
- Polyolefin
- Polypropylene
- Polyurethane
- PTFE
- PVC
- Rubber
- Silicone
- Thermoplastic Elastomer

Tubing, Types

- Coextrusions/Paratubing
- Complex
- Fiber Optics
- Heat-shrink

- Multilumen
- Needle
- Precision
- Radiopaque
- Reinforced
- Ultra Thin
- USP Class VI
- Vacuum

Valves by Function

- Chemically Inert
- Compressor
- Control
- Dispense
- Flow
- Gas
- Isolation
- Other
- Pressure/Vacuum
- Safety

Valves by Type

- Ball
- Check
- Diaphragm
- Miniature
- Needle
- Pinch
- Proportional
- Servo
- Solenoid

Check the Appropriate Box Below:

- I am an advertiser *in this issue* (Display, logo, call ad, online) and am therefore entitled to choose UNLIMITED categories at no extra cost. *Just write in \$0 as your "Total to be invoiced..."*
- I will not be placing advertising in this issue. I have filled out the order form to the right for my categories.

Category Summary and Total:

Total categories checked above = _____
 Up to 10 categories = \$60
 Additional paid categories x \$20 = \$ _____

Total to be invoiced for categories = \$ _____

*Please be sure the sign the order form below

Payment (Note: Non-advertising orders cannot be processed without pre-payment.)

- Pay by Credit Card: Visa MasterCard American Express Discover OR Bill me at the address above.
- Check enclosed. Make Checks payable to Medical Design.

Credit Card Number _____ Exp. Date _____ Name on card _____
 Card Holder Signature _____ Date _____

Advertising

Please contact us, we are interested in the following: Display Advertising Online Advertising Logo Advertising

Authorization

Name (please print) _____
 Signature _____ Date _____

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