


















Handheld and Pocket Sphygmomanometers

	model #		Price	Accuracy	Warranty	Cuff Sizes	Type of Cuff	Carrying Case	Air Release	Mfg. Description
A&D Medical										
Professional Sphygmomanometer	UA-200		\$29.95	±3mmHg	Two year limited calibration warranty	Adult	Latex bladder with "D" ring	Nylon	Valve	<ul style="list-style-type: none"> Nylon cuff for superior durability and appearance Latex bulb with standard air release valve Two year limited warranty for manometer accuracy Arrow indicator on cuff ensures proper cuff placement UA-200 comes with a standard adult cuff size. Four additional cuff sizes are available
American Diagnostic										
Diagnostix 700	700		\$56.99		Two year inflation system, Lifetime calibration	Six clinical cuff sizes	Nylon cuff, Latex bladder	Leatherrete	Valve	<ul style="list-style-type: none"> Cuff includes convenient gauge holder Latex inflation bulb fitted with filter screen end valve reduces dust build-up Six clinical cuff sizes available Assembled, inspected, and packaged in the U.S.A. from foreign components Lifetime Calibration Warranty
Diagnostix 703	703		\$109.99		Two year inflation system, Lifetime calibration	Six clinical cuff sizes	Nylon cuff, Latex bladder	Leatherrete	Trigger	<ul style="list-style-type: none"> Trigger style air release valve for one hand convenience Mechanism housed in a patented double shell ABS impact polymer casing Quick release luer slip connector Six clinical cuff sizes available Assembled, inspected, and packaged in the U.S.A. from foreign components Lifetime Calibration Warranty
Diagnostix 720	720		\$89.99		Two year inflation system, Lifetime calibration	Six clinical cuff sizes	Nylon cuff, Latex bladder	Leatherrete	Valve	<ul style="list-style-type: none"> Extended scaleplate graduation marks reduce parrallax for easier viewing from any angle Cuff includes convenient gauge holder Latex inflation bulb fitted with filter screen end valve reduces dust build-up Chrome plated brass release valve with filter screen protection for precise deflation control Six clinical cuff sizes available Assembled, inspected, and packaged in the U.S.A. from foreign components Two year inflation system warranty Lifetime Calibration Warranty
Prospphyg 760	760		\$59.99		Two year inflation system, Twenty year calibration	Six clinical cuff sizes	Nylon cuff, Latex bladder	Leatherrete	Valve	<ul style="list-style-type: none"> Cuff includes convenient gauge holder Chrome plated air release valve permits precise deflation control Six clinical cuff sizes available Assembled, inspected, and packaged in the U.S.A. from foreign components Two year inflation system warranty Twenty Year Calibration Warranty
Prospphyg 770	770		\$29.99		Ten Year Calibration		Cotton Cuff, Latex Bladder	Leatherrete	Valve	<ul style="list-style-type: none"> Gray cotton cuff with artery label and gauge holder Latex inflation bladder and bulb Chrome plated deflation valve Assembled, inspected, and packaged in the U.S.A. from foreign components Ten Year Calibration Warranty
Prospphyg 775	775		\$36.99		Ten Year Calibration	Adult, Child, Infant, and Large Adult	Nylon cuff, Latex bladder	Leatherrete	Valve	<ul style="list-style-type: none"> Navy blue nylon cuff with range markings to facilitate selection of correct cuff size Latex inflation bladder and bulb Chrome plated deflation valve Available in the four most popular sizes - Adult, Child, Infant, and Large Adult Assembled, inspected, and packaged in the U.S.A. from foreign components Ten Year Calibration Warranty
Heine										
GAMMA 200	R-00.09.001				Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	<p>A metal spoon, double tube system, luer locks, double sealed bladder, and Heine's exclusive linear movement measurement unit are a number of the features you will enjoy in this precision Sphygmomanometer.</p>
GAMMA 3.0	M-00.09.214		\$64.60 \$59.00		Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Button	<ul style="list-style-type: none"> Automatic pressure release valve for easy left or right handed operation. Big 60 mm scale is clear and easy to read Pressure proof manometer guarantees accuracy Housing and protective ring are made of high-impact thermoplastic Microfilter protects valve and manometer Gamma 3.0 with adult cuff (14 cm) and pouch





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GAMMA 300	R-00.09.002				Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	A metal spoon, double tube system, luer locks, double sealed bladder, and Heine's exclusive linear movement measurement unit are a number of the features you will enjoy in this precision Sphygmomanometer. The GAMMA 300 also features Heine's exclusive Automatic Air Release Valve. This feature allows you to set a predetermined air release rate (one which is comfortable for you) for every use of the instrument.
GAMMA 4.0	M-00.09.212		\$74.40		Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	<ul style="list-style-type: none"> • Screw-type valve for precise selection of air release rate. • Housing made of high-impact thermoplastic. • Big 60 mm scale is clear and easy to read. • Cuff tubing has an inner lining for extended life. • Microfilter protects valve and pressure proof manometer.
GAMMA 4.5	M-00.09.210		\$66.12		Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	<ul style="list-style-type: none"> • Screw-type valve. • Matte black body with protective metal ring. • Big 60 mm scale is clear and easy to read. • Double tube inflation system reduces wear and tear on manometer, ensuring calibration and extended life. • Microfilter protects valve and pressure proof manometer.
GAMMA 5.0	M-00.09.218		\$98.00		Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	<ul style="list-style-type: none"> • Screw-type valve system. • All-metal case with matte chrome finish. • Oversized inflator speeds up the inflation process. • Detachable rubber ring protects instrument and glass. • Big 60 mm scale is clear and easy to read. • Patented "2 in 1" tube design. • Microfilter protects valve and pressure proof manometer.
GAMMA 5.5	M-00.09.216		\$124.00		Lifetime manufacturing defects warranty	Infant, Child, Adult, Oversize, and Thigh	Velcro cuff	pouch	Valve	<ul style="list-style-type: none"> • Screw-type valve system. • All-metal case with matte chrome finish. • Oversized inflator speeds up the inflation process. • Big 60 mm scale is clear and easy to read. • Detachable rubber ring protects instrument and glass. • Patented "2 in 1" tube design. • Microfilter protects valve and pressure proof manometer.
GAMMA G5	M-00.09.235				5 Year Warranty					<p>Latex-free.</p> <p>Exceptionally-strong housing construction with triple-mounted, shockproof movement.</p> <p>Impact-resistant housings crafted in special, shock-absorbing materials incorporate the latest advances in injection-moulding technology.</p> <p>A microfilter protects the valve and movement.</p> <p>Oversized inflator speeds up cuff inflation.</p> <p>The inflator spoon can be set for left- and right-handed users.</p>
Gamma G7					10 Year Warranty					
Gamma GP Labtron					5 Year Warranty					<p>Push Button valve</p> <p>Same Features as G5</p>

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Economy Sphygmomanometer	165NBL					Adult, Large Adult	Latex bladder	Zippered Leatherette	Valve	Blue nylon cuff. Two-tube latex bladder and standard air valves. Comes with zippered leatherette case.
Superior Sphygmomanometer	175		\$29.95		Ten year calibration warranty	Adult	Cotton	Zippered Leatherette	Valve	Blue cotton cuff with gauge holder and blue manometer, which measures pressure from 20 mmHg to 300 mmHg. Two-tube latex bladder and standard air release and end valves. Comes complete with zippered leatherette case and manual. Ten year calibration warranty.
Patricia Sphygmomanometer	180				Limited lifetime calibration warranty	Child, Infant, Thigh, Large Adult	Artery indicator label, cotton	Zippered Leatherette	Valve	Black enamel manometer color coordinated to the black cotton cuff, has artery indicator label and gauge holder for maximum convenience. Two tube latex bladder and standard chromeplated air release and end valves. Comes complete with zippered leatherette case and manual. Limited Lifetime Calibration Warranty.
Labstar Sphygmomanometer	202		\$39.95		Limited lifetime calibration warranty	Adult, Child, Infant, Thigh, Large Adult	Latex bladder, nylon	Zippered Leatherette	Valve	This unit offers a nylon cuff with color coordinated manometer. Deluxe inflation system has a two tube, heavy-duty latex bladder and a large, knurled air release valve for precision deflation. Deluxe end valve with filter screen reduces dust build-up. Comes complete with zippered leatherette carrying case and instruction manual. Limited Lifetime Calibration Warranty
Medline										
Compli-Mates™ Aneroid Sphygmomanometers	MDS9111		\$45.57							These blood pressure kits come with color-coordinated nylon cuffs in an oversized matching nylon carrying case which allows the user to carry additional items.
Standard Handheld Aneroid Sphygmomanometer	MDS9380		\$24.88				Nylon	zippered case		Standard, high quality, general use, portable aneroid system. No pin-stop action facilitates visual calibration/accuracy check, while eliminating down time. Nylon rangefinder cuff with hook and loop fastener allows quick patient fitting. Comes with convenient, zippered carrying case.
Nite-Shift™ Premier Hand-Held Aneroid Sphygmomanometer	MDS9410		\$58.71				Nylon	zippered case		This unit has a luminescent dial for easier reading in a wide range of lighting conditions. No pin-stop action facilitates visual accuracy check and minimizes downtime. Rangefinder cuff, made of durable nylon, has hook and loop fastener. For prolonged accuracy, the unit can be calibrated easily by using the included adjustment key.
Palm-Style Hand-Held Aneroid	MDS9640		\$134.53				Nylon	Deluxe carrying case		Our palm aneroid sphygmomanometer for one-handed technique. Easytouch control releases air smoothly and evenly for accurate results. High-quality, chrome-plated gauge is backed by a lifetime calibration warranty. Heavy-duty nylon cuff with rangefinder markings to ensure a correct fit. Complete unit includes a deluxe carrying case.
Omron										
0108M Series	0108M		\$31.5 \$29.95	±3 mmHg	Lifetime calibration	Infant, Pediatric, Adult, Large Adult, and Thigh	Nylon	Zippered case	Valve	<ul style="list-style-type: none"> • No-stop, 300 mmHg manometer gauge and a deluxe air-release valve. • Infant, Pediatric, Adult, Large Adult, and Thigh size cuffs available for a greater range of patient applications. • Zippered carrying case included. • LIFETIME calibration warranty +/- 3 mmHg.
0115M Series	0115M		\$29.95	±3 mmHg	Lifetime calibration	Pediatric, Adult, Large Adult	Cotton, latex inflation	Zippered case	Valve	<ul style="list-style-type: none"> • No-stop, 300 mmHg manometer gauge and a Latex inflation system with standard air-release valve. • Pediatric, Adult, and Large Adult size cuffs available for a greater range of patient applications. • Zippered carrying case included. • LIFETIME calibration warranty +/- 3 mmHg.
107 Series	107			±3 mmHg	Lifetime calibration	Fits arm circumference 27-40cm	Nylon, latex inflation	Zippered case	Valve	<ul style="list-style-type: none"> • No-stop, 300 mmHg manometer gauge and a deluxe air-release valve. • Long-life, calibrated nylon cuff and Latex inflation system fits arms 27 - 40 cm in circumference. • Zippered carrying case included. • LIFETIME calibration warranty +/- 3 mmHg.
Prestige Medical										
#77	77				One year calibration warranty					<p>Affordability and performance are combined to make this unit fit any budget. Comes with a black nylon cuff, gauge holder, and artery indicator label. Also includes a standard inflation bulb and precision calibrated manometer gauge.</p> <p>One Year Calibration Warranty</p>

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#82	82		\$45.00		Lifetime calibration warranty					Our most popular nylon aneroid series. Features a durable nylon cuff with Index and Range markings, gauge holder, and artery indicator label. Also includes a heavy duty vulcanized bladder, standard inflation bulb, and a precision calibrated manometer gauge. Lifetime Calibration Warranty
The Lumiscope Company										
Professional Aneroid Sphygmomanometer Blood Pressure Kit	100-001						Cotton, "D" bar	Zippered case	Valve	Features: Cotton cuff with touch and hold closure, metal gauge with spring clip and inflation system. Includes zippered carry case
Trimline Medical										
Hand-Held Hader W.A. Baum	2273N		\$97.90	±3 mmHg	Ten year	Adult, Small Adult, Small Thigh, Large Adult, Child	Latex-free cuff,		Valve	<ul style="list-style-type: none"> • Accuracy of +/-3mmHg conforms to AAMI standards. • Each unit is 100% quality tested and carries a ten-year warranty. • Latex-free inflation system • Optional gauge guard offers additional protection against damage from dropping or abuse.
Pocket Aneroid	1050		\$63.00	1% full scale +/- 3 mmHg	1 year parts, Lifetime Calibration	Newborn, Infant, Child, Adult, Large Arm, Thigh	Dacron polyester fabric	Case	Valve	The Baum Pocket Aneroid complies with ANSI/AAMI SP-9 for accuracy and performance (1% full scale +/- 3 mmHg). The unique, high contrast scale and red pointer increase visibility and reduce parallax error. They are manufactured with a precision low friction movement and twin pre-seasoned phosphor-bronze diaphragm capsules.

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Date: May 30, 2006
To: Welch Allyn sales and customer service representatives
From: Tom Grant (ext. 4510)
Re: American Diagnostic E-Sphyg

This memo is to alert you to a new competitive product from American Diagnostic Corporation. The product is a digital sphygmomanometer that is designed to be used like a mechanical sphygmomanometer (i.e., with a stethoscope).

We have seen this product at a medical school already.

ADC is marketing this product as a very durable sphygmomanometer – surviving drops up to five feet or more (see next page).

List price with adult cuff is \$64.00; street price is \$45.00+.

Please let me know if you run into the E-Sphyg at your medical schools.

How to sell against E-Sphyg:

- For all markets:
Different use model. Very difficult, if not impossible, to read numbers on LCD as they flash by. Try taking a reading, the numbers move so quickly that it is very difficult to get an accurate reading.
- For medical students:
An auscultatory device with digital display on is not what they will encounter upon graduation, making transition to clinical practice that much more difficult.

American Diagnostic Corp.

E-SPHYG

The world's first digital aneroid sphygmomanometer. The e-sphyg replaces your mechanical gauge and its fragile, vulnerable design, with a virtually indestructible, digital instrument that can stand up to the toughest use.



The e-sphyg features:

- Virtually indestructible design can withstand repeated drops of 5 feet or more
- Extra large backlit LCD with 7/8" digits, is easy to read in virtually any light
- Splash resistant housing for use in harsh environments
- Swivel cuff clip allows the manometer to be re-positioned for easy viewing
- Auto off function conserves battery strength
- Dual low battery warnings
- Recalibration reminder after 10,000 cycles (recalibration is free for the life of the instrument)
- Systolic assist alerts practitioner to the onset of Korotkoff sounds – makes a great training aid
- Deflation rate display promotes proper technique in accordance with AHA guidelines
- Pulse rate display at completion of measurement
- Manometer works with virtually every cuff on the market
- Requires familiar and trusted manual auscultation to obtain blood pressure readings (use of stethoscope)
- 2 "AAA" batteries (included)
- May be ordered as a complete sphygmomanometer or gauge only for use with existing inflation systems
- Lifetime calibration warranty

