

Medical Beds Worldwide A Market Strategy Report

Table of Contents

SECTION 1 - EXECUTIVE SUMMARY	25
1.1. Key Takeaways	25
1.2. Key Market Parameters (KeyMAP Grid)	26
1.3. Market Rankings	27
1.3.1. Ranking of countries by Market Size – 2005 & 2012	27
1.3.2. Ranking of Countries/Regions by Growth Rate (2005-2012)	27
1.4. Market Share by Bed Type/Application	28
1.5. Powered vs. Manual Beds - Market Breakdown	29
1.6. Market Share By Location/Site of Use	30
1.7. Market Share by Revenue Type.....	31
1.8. Medical Beds and Accessories – Market Drivers & Restraints	32
1.8.1. Drivers.....	32
1.8.2. Restraints.....	32
1.9. Segmentation.....	32
1.9.1. Market Segmentation	32
1.9.2. Manufacturer/Supplier Segmentation	33
1.9.3. Service Provider Segmentation.....	34
1.9.4. Hospitals Segmentation	34
1.10. Medical Beds Market - Competitive Analysis	35
1.10.1. World Market – Leading Manufacturers	35
1.10.2. Leading Manufacturers By Size.....	35
1.10.3. Competitive Factors	35
1.10.4. MARKETSTRAT SRCE Framework for Manufacturers.....	35
1.10.5. MARKETSTRAT Competitive Framework for Manufacturers.....	36
1.11. Recommendations for Manufacturers.....	37
1.12. Market Leader Corporate Strategies	38
1.13. Value Chain Strategies.....	38
1.13.1. Sales & Marketing Strategies.....	38
1.13.2. Supply Chain Strategies	39
1.13.3. Field Service Operations.....	40
1.14. Worldwide Market Estimates and Forecasts By Country/ Region	41
1.14.1. Total Market By Country/Region (2004-2012)	41
1.14.2. Regional Market Definitions.....	42
1.15. World Medical Beds Market by Application (2004-2012).....	43
1.16. World Medical Beds Market by is Site of Use (2004-2012)	44
1.17. World Medical Beds Market by Energy Source (2004-2012)	45
1.18. World Medical Beds Market by Revenue Type (2004-2012)	46
1.19. Market By Application	47
1.19.1. General Purpose Beds Market by Country/Region (2004 – 2012)	47

1.19.2. Birthing Beds Market By Country/Region (2004 - 2012)	48
1.19.3. Pediatric Beds Market By Country/Region (2004 - 2012)	49
1.19.4. Air-Fluidized/Low-Air-Loss Beds Mkt By Country/Region (2004 - 2012).	50
1.19.5. Bariatric Beds Market By Country/Region (2004 - 2012).....	51
1.19.6. Critical Care Beds Market By Country/Region (2004 - 2012)	52
1.19.7. Mattress Systems Market By Country/Region (2004 - 2012)	53
1.20. Market By Energy Source.....	54
1.20.1. Electric/Powered Beds Market By Country/Region (2004 - 2012)	54
1.20.2. Manual/Hydraulic Beds Market By Country/Region (2004 - 2012)	55
1.21. Market By Site of Use.....	56
1.21.1. Acute Care Beds Market By Country/Region (2004 - 2012)	56
1.21.2. Long-Term Care Beds Market By Country/Region (2004 - 2012).....	57
1.21.3. Home Care Beds Market By Country/Region (2004 - 2012)	58
1.22. Market By Revenue Type	59
1.22.1. Medical Beds Market: Rental/Leasing Revenues By Country/Region (2004 - 2012)	59
1.22.2. Medical Beds Market: Capital/Purchase Revenues By Country/Region (2004 - 2012)	60
1.22.3. Medical Beds Market: Parts & Accessories Revenues By Country/Region (2004 - 2012).....	61
1.22.4. Medical Beds Market: Inspection & Maintenance Services Revenues By Country/Region (2004 - 2012).....	62
1.23. Medical Device Industry Trends.....	63
1.23.1. Negative	63
1.23.2. Positive.....	63
1.24. Healthcare Industry Trends.....	63
1.25. Homecare Trends- North America.....	64
SECTION 2 - PRODUCTS, SUPPLIERS AND MARKETS	66
2.1. Surfaces for Pressure Reduction	66
2.1.1 . Pressure Reduction Beds.....	66
2.1.2. Pressure Reduction Mattress Systems	67
2.1.3. Purchase Requirements	67
2.1.4. Defects/Problems	68
2.1.5. Market Size	68
2.2. Birthing Beds	68
2.2.1. Overview	68
2.2.2. Defects/Problems	69
2.2.3. Purchase Requirements	69
2.2.4. Market Size	69
2.3. Electric Beds	69
2.3.1. Overview	70
2.3.2. Defects/Problems	70
2.3.3. Purchase Requirements	71
2.3.4. Market Size	71
2.4. Pediatric Beds	71
2.4.1. Overview	71

2.4.2. Purchase Requirements	72
2.4.3. Market Size	72
2.5. Product Profiles.....	73
2.5.1. Alternating-Pressure Electric Beds	73
2.5.2. Low-Air-Loss Electric Beds	74
2.5.3. Alternating Pressure Mattress Systems.....	75
2.5.4. Low-Air-Loss Mattress Systems.....	77
2.5.5. Birthing Beds (Electric)	79
2.5.6. Birthing Beds (Hydraulic).....	80
2.5.7. Birthing Beds (Mechanical).....	80
2.5.8. Electric Beds	81
2.5.9. Bariatric Beds (Electric)	84
2.5.10. Radiography/Fluoroscopy Beds (Electric).....	85
2.5.11. Pediatric Cradle Beds (Fixed).....	85
2.5.12. Neonatal Beds (Mechanical).....	86
2.5.13. Pediatric Beds (Mechanical).....	87
2.6. Products, Suppliers and Brands	88
2.6.1. Air-Fluidized and Low-Air-Loss Beds	88
2.6.2. Low-Air-Loss and Alternating-Pressure Mattress Systems.....	88
2.6.3. Electric Beds	92
2.6.4. Pediatric Beds	95
2.7. Customer Preferred Performance Requirements	97
2.7.1. Air-Fluidized and Low-Air-Loss Beds	97
2.7.2. Low-Air-Loss and Alternating Pressure Mattress Systems	97
2.7.3. Birthing Beds	98
2.7.4. Electric Beds	99
2.7.5. Pediatric Beds	100
2.8. Focus on Pressure Reducing Devices	100
SECTION 3 – MARKET ESTIMATES AND FORECASTS	104
3.1. United States Market.....	104
3.1.1. Key Market Parameters (KeyMAP Grid)	104
3.1.2. Total Market for Medical Beds (2004 – 2012, US \$)	105
3.1.3. Medical Beds Market by Application (2004 – 2012, US \$)	106
3.1.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	107
3.1.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	108
3.1.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$)	109
3.1.7. Medical Beds - % Market Share by Application (2005 & 2008)	110
3.1.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	110
3.1.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	111
3.1.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	111
3.2. Canadian Market.....	112
3.2.1. Key Market Parameters (KeyMAP Grid)	112
3.2.2. Total Market for Medical Beds (2004 – 2012, US \$)	113
3.2.3. Medical Beds Market by Application (2004 – 2012, US \$)	114
3.2.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	115
3.2.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	116

3.2.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$)	117
3.2.7. Medical Beds - % Market Share by Application (2005 & 2008)	118
3.2.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	118
3.2.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	119
3.2.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	119
3.3 Rest of the Americas (ROA) Market	120
3.3.1. Key Market Parameters (KeyMAP Grid)	120
3.3.2. Total Market for Medical Beds (2004 – 2012, US \$).....	121
3.3.3. ROA Medical Beds Market By Country.....	121
3.3.4. Medical Beds Market by Application (2004 – 2012, US \$)	122
3.3.5. Medical Beds Market by Energy Source (2004 – 2012, US \$)	123
3.3.6. Medical Beds Market by Site of Use (2004 – 2012, US \$)	124
3.3.7. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	125
3.3.8. Medical Beds - % Market Share by Application (2005 & 2008)	126
3.3.9. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	126
3.3.10. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	127
3.3.11. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	127
3.4. Chinese Market	128
3.4.1. Key Market Parameters (KeyMAP Grid)	128
3.4.2. Total Market for Medical Beds (2004 – 2012, US \$).....	129
3.4.3. Medical Beds Market by Application (2004 – 2012, US \$)	130
3.4.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	131
3.4.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	132
3.4.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	133
3.4.7. Medical Beds - % Market Share by Application (2005 & 2008)	134
3.4.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	134
3.4.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	135
3.4.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	135
3.5. Indian Market.....	136
3.5.1. Key Market Parameters (KeyMAP Grid)	136
3.5.2. Total Market for Medical Beds (2004 – 2012, US \$).....	137
3.5.3. Medical Beds Market by Application (2004 – 2012, US \$)	138
3.5.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	139
3.5.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	140
3.5.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	141
3.5.7. Medical Beds - % Market Share by Application (2005 & 2008)	142
3.5.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	142
3.5.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	143
3.5.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	143
3.6. Japanese Market.....	144
3.6.1. Key Market Parameters (KeyMAP Grid)	144
3.6.2. Total Market for Medical Beds (2004 – 2012, US \$).....	145
3.6.3. Medical Beds Market by Application (2004 – 2012, US \$)	146
3.6.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	147
3.6.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	148
3.6.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	149

3.6.7. Medical Beds - % Market Share by Application (2005 & 2008)	150
3.6.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	150
3.6.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	151
3.6.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	151
3.7. Rest of Asia-Pacific (ROAPAC) Market.....	152
3.7.1. Key Market Parameters (KeyMAP Grid)	152
3.7.2. Total Market for Medical Beds (2004 – 2012, US \$).....	152
3.7.3. ROPAC Medical Beds Market By Country.....	153
3.7.4. Medical Beds Market by Application (2004 – 2012, US \$)	154
3.7.5. Medical Beds Market by Energy Source (2004 – 2012, US \$)	155
3.7.6. Medical Beds Market by Site of Use (2004 – 2012, US \$)	156
3.7.7. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	157
3.7.8. Medical Beds - % Market Share by Application (2005 & 2008)	158
3.7.9. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	158
3.7.10. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	159
3.7.11. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	159
3.8. French Market.....	160
3.8.1. Key Market Parameters (KeyMAP Grid)	160
3.8.2. Total Market for Medical Beds (2004 – 2012, US \$).....	161
3.8.3. Medical Beds Market by Application (2004 – 2012, US \$)	162
3.8.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	163
3.8.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	164
3.8.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	165
3.8.7. Medical Beds - % Market Share by Application (2005 & 2008)	166
3.8.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	166
3.8.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	167
3.8.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	167
3.9 German Market	168
3.9.1. Key Market Parameters (KeyMAP Grid)	168
3.9.2. Total Market for Medical Beds (2004 – 2012, US \$).....	169
3.9.3. Medical Beds Market by Application (2004 – 2012, US \$)	170
3.9.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	171
3.9.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	172
3.9.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	173
3.9.7. Medical Beds - % Market Share by Application (2005 & 2008)	174
3.9.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	174
3.9.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	175
3.9.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	175
3.10. Italian Market.....	176
3.10.1. Key Market Parameters (KeyMAP Grid)	176
3.10.2. Total Market for Medical Beds (2004 – 2012, US \$).....	177
3.10.3. Medical Beds Market by Application (2004 – 2012, US \$)	178
3.10.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	179
3.10.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	180
3.10.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$).....	181
3.10.7. Medical Beds - % Market Share by Application (2005 & 2008)	182

3.10.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	182
3.10.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	183
3.10.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	183
3.11. United Kingdom Market	184
3.11.1. Key Market Parameters (KeyMAP Grid)	184
3.11.2. Total Market for Medical Beds (2004 – 2012, US \$)	185
3.11.3. Medical Beds Market by Application (2004 – 2012, US \$)	186
3.11.4. Medical Beds Market by Energy Source (2004 – 2012, US \$)	187
3.11.5. Medical Beds Market by Site of Use (2004 – 2012, US \$)	188
3.11.6. Medical Beds Market by Revenue Type (2004 – 2012, US \$)	189
3.11.7. Medical Beds - % Market Share by Application (2005 & 2008)	190
3.11.8. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	190
3.11.9. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	191
3.11.10. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	191
3.12. Rest of European (ROE) Market.....	192
3.12.1. Key Market Parameters (KeyMAP Grid)	192
3.12.2. Total Market for Medical Beds (2004 – 2012, US \$)	192
3.12.3. ROE Market By Country	193
3.12.4. Medical Beds Market by Application (2004 – 2012, US \$)	194
3.12.5. Medical Beds Market by Energy Source (2004 – 2012, US \$)	195
3.12.6. Medical Beds Market by Site of Use (2004 – 2012, US \$)	196
3.12.7. Medical Beds Market by Revenue Type (2004 – 2012, US \$)	197
3.12.8. Medical Beds - % Market Share by Application (2005 & 2008)	198
3.12.9. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	198
3.12.10. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	199
3.12.11. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	199
3.13. Rest of the World (ROW) Market	200
3.13.1. Key Market Parameters (KeyMAP Grid)	200
3.13.2. Total Market for Medical Beds (2004 – 2012, US \$)	200
3.13.3. ROW Medical Beds Market By Country.....	201
3.13.4. Medical Beds Market by Application (2004 – 2012, US \$)	202
3.13.5. Medical Beds Market by Energy Source (2004 – 2012, US \$)	203
3.13.6. Medical Beds Market by Site of Use (2004 – 2012, US \$)	204
3.13.7. Medical Beds Market by Revenue Type (2004 – 2012, US \$)	205
3.13.8. Medical Beds - % Market Share by Application (2005 & 2008)	206
3.13.9. Medical Beds - % Market Share by Energy Source (2005 & 2008).....	206
3.13.10. Medical Beds - % Market Share by Site of Use (2005 & 2008).....	207
3.13.11. Medical Beds - % Market Share by Revenue Type (2005 & 2008)	207
SECTION 4 – PROFILES OF KEY PLAYERS	208
4.1. Giacomo Bertocchi SNC.....	208
Management Team.....	208
Product Listing.....	208
Overview	208
Giacomo Bertocchi Co (Russia)	210
4.2. Blue Chip Medical Products	210
Management Team.....	210

Overview.....	211
Product Matrix	211
4.3. Carital Ltd	212
Management Team.....	212
Overview.....	212
Market Segments Served	212
Products.....	212
4.4. Ergo Air Inc	213
Key Contact	213
4.5. Centromed Ltd	213
Management Team.....	214
Products.....	214
4.6. Famed-Zywiec Ltd	214
Management Team.....	214
Overview.....	214
Product Lines	215
4.7. Gaymar Industries	215
Management Team.....	216
Overview	216
Product Lines	217
Pressure Ulcer Management Products	217
4.8. Gendron Inc	218
Management Team.....	218
Beds.....	219
4.9. GIMA SpA.....	219
Management Team.....	219
Product Categories	219
4.10. Ginevri srl	220
Product Line.....	220
4.11. HARD Mfg Co Inc.....	220
Management Team.....	221
Products.....	221
4.12. Hausted (STERIS Corp)	222
Management Team.....	222
Overview.....	222
Business Focus.....	222
Healthcare Products	223
4.13. Hawksley & Sons Ltd	224
Management Team.....	224
Products.....	225
4.14. Hill-Rom Co Inc	225
Management Team.....	226
Overview.....	226
Elements of Strategy	226
Field Operations.....	227
Acquisitions	227

Contracts	228
Operating Structure	228
Competition.....	228
Strategic Initiatives	229
Hill-Rom Sales	229
Products, Services and Solutions	230
Beds.....	230
Bariatric Care Products	230
Wound Therapy Surfaces.....	231
UK Operations	231
4.15. Hoskins Medical Equipment Ltd	231
Management Team.....	232
Traditional Products.....	232
New Products	232
4.16. Huntleigh Healthcare Ltd.....	233
Management Team - UK	233
Management Team - USA	233
Product Lines	234
Beds Product Line.....	235
Sales	235
Strategic Initiatives	235
4.17. Invacare Corp.....	236
Management Team.....	236
Overview.....	236
Company Focus/Strategy	237
Product Line Matrix	238
Beds and Bed-related Products	238
Acquisitions	238
4.18. James Consolidated Inc.....	239
Management Team.....	239
Products.....	239
4.19. Karomed.....	240
Management Team.....	240
Overview.....	240
Products.....	241
Services	241
4.20. KCI International Inc	241
Management Team.....	242
Care Areas/Product Line Matrix	243
International Offices	243
Wound Treatment and Prevention	243
Wound Healing and Tissue Repair	244
Pulmonary Complications Treatment in the ICU	245
Bariatric Care	245
Customers and Key Relationships	245
International Division	246

Field Operations.....	246
Competition.....	247
4.21. The LiftCare Bed Co.....	248
Management Team.....	248
4.22. Linet spol s r o.....	248
Management Team.....	248
Overview.....	249
Partners	249
Products.....	249
4.23. Lumex Div Graham-Field Health Products Inc	250
Management team.....	250
Overview.....	251
Facilities	251
Product Categories	251
Market Segments	252
4.24. Industrie Guido Malvestio SpA	252
Management Team.....	252
4.25. Marcon Group Inc.....	253
Key Contact	253
Overview.....	253
Products.....	253
4.26. Mason Medical Products.....	253
Management Team.....	254
Products.....	254
4.27. Matifas SEHP.....	254
Management Team.....	255
4.28. MC Healthcare Products Inc	255
Management Team.....	255
4.29. Medicraft Pty Ltd.....	255
Brands	256
Product Line.....	256
4.30. Mediprema SA	257
Products.....	257
Management Team.....	257
4.31. Mellen Air Mfg Inc	258
Mattress Products.....	258
Management Team.....	258
4.32. Neuropedic.....	258
Management Team.....	259
4.33. Ningbo David Medical Device Co Ltd	259
4.34. NK Medical Products Inc.....	259
Overview.....	260
Products.....	260
Management Team.....	260
4.35. NOA Medical Industries Inc	260
Management Team.....	260

Products.....	261
4.36. Paramount Bed Co Ltd.....	261
Management Team.....	261
Company Facts.....	262
Sales by Product Line (2005).....	262
Product Lines	262
Brand Names.....	262
Products.....	263
Subsidiaries	264
4.37. Pedicraft Inc	264
Management Team.....	265
Products.....	265
4.38. Pegasus Egerton Ltd	265
Management Team - UK	266
Management Team - USA	266
Prevention Products	266
Treatment Products	266
4.39. Sanitaria Scaligera SpA	267
Overview	267
Management Team.....	267
Pressure Relief Technologies.....	268
Services	268
4.40. Savion Industries 1987 Ltd	268
Overview	268
Management Team.....	269
Products.....	269
4.41. SenTech Medical Systems Inc	270
Overview	270
Management Team.....	270
Products.....	270
4.42. Shanghai Sanhe Medical Instrument Co Ltd	271
Overview	272
Management Team.....	272
4.43. Stryker Corp.....	272
Management Team.....	273
Overview	273
Recent Acquisitions	274
3-yr Sales Figures	274
Hospital Beds and Stretchers	275
Beds.....	275
Competition.....	275
Stryker Bertec	276
Products.....	276
4.44. Sunflower Medical.....	277
Products.....	277
4.45. Sunrise Medical	278

Management Team.....	278
Overview.....	279
Lines of Business	279
Products.....	279
4.46. Talley Medical (United Kingdom).....	280
Talley Medical	280
Talley Healthcare Services	281
Talley Environmental Care.....	281
Talley Medical USA	282
4.47. Wissner-Bosserhoff GmbH.....	282
Management Team.....	282
Products & Services.....	282
4.48. Wheelchairs of Kansas.....	283
Products.....	283
Management Team.....	283
SECTION 5 - RESEARCH METHODOLOGY	285
5.1. Purpose of the Report.....	285
5.2. Target Audience.....	285
5.3. Scope and Definition.....	285
5.4. Market Segmentation	285
5.5. Geographic Coverage.....	286
5.6. Research Methodology	287
5.6.1. Data Collection - Primary Research	287
5.6.2. Data Collection - Secondary Research	287
5.6.3. Analysis and Interpretation	288
5.6.4. Data Presentation	288
5.6.5. Value Chain Research.....	288
5.6.6. Data Reliability and Limitations.....	288
5.7. MARKETSTRAT Analytical Framework.....	289
5.8. Industry Trends	289
5.9. Company Analysis	289
5.9.1. Key Players Profiles.....	289
5.9.2. Marketstrat Company Briefs	289
5.10. Project Approach	290
5.11. Additional Resources	291
SECTION 6 – COMPANY BRIEFS	292
Active Healthcare Inc	292
Adden Furniture Inc.....	293
Key Contact(s)	293
Products.....	294
Advanced Medical Systems Inc.....	294
Key Contact(s)	294
Products.....	294
AKS-Aktuelle Krankenpflege Systeme	295
Key Contact(s)	295
Products.....	295

AMA Products	295
American Biomed Instrumentation Inc.....	298
Overview.....	298
Key Contact(s)	298
Products.....	298
American Care Equipment Inc.....	299
American Massage Products Inc.....	300
Profile.....	300
Key Contact(s)	300
Brands	300
Apothecaries Sundries Mfg Co.....	301
Products.....	301
ARC Distributors	303
Overview.....	303
Key Contact(s)	303
Brands	303
Products.....	303
Ardo Medical AG	305
Brands	305
Products.....	305
Ardo Medical GmbH	305
Products.....	306
Aremco.....	306
Key Contact	306
Products.....	306
Basler Eisenmoebelfabrik AG	308
Key Contact(s)	308
Product Listing.....	308
Baumer S/A.....	308
Overview.....	309
Key Contact(s)	309
Products.....	309
Beaumont SA	310
Biodex Medical Systems Inc	310
Key Contact(s)	311
Brands	311
Products.....	311
Biomed Importers Pvt Ltd	313
Bioteque Corp	314
Products.....	314
Bisanz Medizinische Polster GmbH	314
Products.....	315
Burke Inc.....	315
Key Contact(s)	315
Brands	315
Casters and Parts Inc.....	315

Key Contact(s)	316
Products.....	316
Char Med Industries Inc.....	316
Key Contact(s)	317
Products.....	317
Clipper Plastics Pty Ltd	317
Products.....	318
Confident Care Products	318
Products.....	318
Conqueror Surgical Industries	319
Key Contact(s)	319
Products.....	319
CorpoMed Gesundheitskissen GmbH.....	319
Crest Electronics Inc	320
Overview.....	320
Key Contact(s)	320
Brands	320
Products.....	320
Dalton Medical Corp.....	321
Overview.....	321
Key Contact(s)	321
Products.....	321
Dietz Reha-Producte	322
Key Contact(s)	322
Brands	322
Products.....	323
Diversified Instrument Services Inc.....	323
Key Contact(s)	323
Products.....	323
Easy Medical Equipment	324
Profile.....	324
Products.....	324
Electropedic Products	325
Embru-Werke Mantel & Cie.....	325
Key Contact(s)	325
Products.....	326
Equalization Technologies Inc.....	326
Key Contact	326
Brand Names.....	326
Products.....	326
Equipment Medical KCI Sarl.....	326
Profile.....	327
Key Contact(s)	327
Brand Names.....	327
Products.....	327
Essential Medical Supply Inc.....	328

Key Contact(s)	328
Brand Names	328
Products.....	328
EverMed.....	331
Products.....	331
Fabrica de Instrumentos y Equipos SA de CV	332
Key Contact(s)	332
Products.....	333
Far East Medical Equipment.....	333
Products.....	334
Fazzini Czech.....	334
Key Contact	335
Brand Names.....	335
Products.....	335
Fazzini Jordan	338
Key Contact	338
Brand Names.....	338
Products.....	338
Fazzini srl.....	342
General Information.....	342
Key Contact	342
Brand Names.....	342
Products.....	342
Fern Enterprises (Pvt) Ltd.....	345
Key Contact	345
Products.....	346
Flex-A-Bed Inc	347
Key Contact(s)	347
Products.....	347
Flexibeds Australia (Jomor Healthcare)	347
Key Contact(s)	348
Brand Names.....	348
Products.....	348
Franz Mueller GmbH & Co KG	349
Products.....	349
Genesis	349
Products.....	349
Global Medical Products Inc (Canada).....	350
Key Contact	350
Golden Technologies Inc	350
Key Contact(s)	351
Products.....	351
Grauba AG Basle	351
Key Contact(s)	351
Products.....	352
Guldmann AB	352

Brand Names.....	352
Products.....	353
Guldmann AB	353
Brand Names.....	353
Products.....	353
Guldmann GmbH.....	354
Brand Names.....	354
Products.....	354
Guldmann Inc.....	354
Brand Names.....	354
Products.....	355
Guldmann Sarl	355
Brand Names.....	355
Products.....	355
Guldmann UK.....	356
Brand Names.....	356
Products.....	356
Happy Ag Happy Systems	356
Key Contact(s)	357
Products.....	357
Herzlieb GmbH Kleeberg & Meyer.....	357
Key Contact(s)	357
Brand Names.....	357
Products.....	357
Hirtz & Co Hospitalwerk Koeln	358
Products.....	358
Homecare Supply.....	358
Products.....	358
Howard Wright Ltd.....	359
Key Contact(s)	359
Products.....	359
Hydromed GmbH Wassermatratzen und Wasserbetten	359
Key Contact	360
Products.....	360
Imperial Surgical Ltd	360
Key Contact(s)	360
Brand Names.....	360
Products.....	360
Instrucom Ind e Com Prod Cient Ltda.....	361
Key Contact(s)	362
Products.....	362
Integrated Therapy Products Inc	362
Key Contact(s)	363
Brand Names.....	363
Products.....	363
Inter Care Scandinavia A/S.....	363

Key Contact(s)	363
Products.....	363
J W Westman Inc	364
Key Contact(s)	364
Products.....	364
Johann Mieth GmbH.....	365
Key Contact(s)	365
Products.....	365
K R Stalror A/S.....	366
Kaiser Naturfellprodukte Medizinische Fellartikel	366
Kapel Kal Ltd.....	366
Key Contact(s)	367
Products.....	367
L & M Equipment.....	367
Key Contact(s)	368
Lewin Medical Supply	368
Key Contact	368
Products.....	369
Liberty Medical Specialties	369
Products.....	370
Maquet GmbH & Co KG A Getinge Group Co	370
Key Contact(s)	370
Brand Names.....	371
Products.....	371
Marc Mil Industria e Comercio de Art Hospitalares Ltda	372
Key Contact(s)	372
Products.....	372
Matarrita Medica SA.....	373
Key Contact	373
Products.....	373
McCauley Metal Products.....	373
Key Contact(s)	373
Brand Names.....	374
Products.....	374
MD International Co.....	374
Key Contact	374
Products.....	374
Medela AG Medizintechnik.....	375
Key Contact(s)	376
Brand Names.....	376
Products.....	376
Medical GmbH Medizintechnik	377
Beds.....	377
Key Contact(s)	377
Brand Names.....	377
Products.....	377

Medical Specialties Distributors Inc	378
Key Contact(s)	378
Brand Names	378
Products	378
Medicor Mutotechnika Kft	379
Key Contact(s)	379
Products	379
Medicus	380
Key Contact(s)	380
Brand Names	380
Products	380
Medicus AG	381
Medimprax GmbH	381
Med-Lift & Mobility Inc	381
Key Contact(s)	382
Products	382
Meyra Wilhelm Meyer GmbH & Co KG	382
Key Contact	383
Products	383
Mississauga Medical Supply Ltd (Oversize Med)	384
Key Contact(s)	384
Products	384
MMAR Medical Group Inc	385
Key Contact	385
Products	385
Muranaka Medical Instruments Co Ltd	386
Quick Facts	386
Key Contact(s)	386
Brand Names	387
Products	387
Importer and Distributor For:	388
Narang Medical Ltd.	388
Key Contact(s)	389
Brand Names	389
Products	389
New Care Therapies Inc	392
Products	392
Nova Ortho-Med Inc	393
Products	393
OBA AG	394
Key Contact(s)	394
Brand Names	394
Products	394
Olympus Keymed America Inc	395
Products	395
Overseas Medical Supplies (UK) Ltd	396

Key Contact(s)	396
Products.....	396
Oy Gehac Ltd.....	397
Key Contact	398
Products.....	398
P Lonsberg GmbH Textilwerk.....	398
Products.....	398
Pacific Medical Systems Inc.....	399
Key Contact(s)	399
Products.....	399
Panmedica Com Repres Ltda.....	400
Key Contact(s)	401
Products.....	401
Peter Schmidlin Med Hilfsgeraete	402
Phoenix Medical Systems (P) Ltd.....	402
Key Contact(s)	402
Product Listing.....	402
Products Manufactured	403
Products Distributed.....	403
Design & Architectural Support to Hospitals	404
Piedmont Medical Inc	404
Key Contact(s)	405
Products.....	405
Pilger Medizin-Elektronik AG.....	405
Key Contact	405
Products.....	405
Praxisdienst Dieckhoff & Ratschow GmbH & Co KG	406
Products.....	407
Presco Services	408
Key Contact(s)	408
Promotal.....	408
Key Contact	409
Products.....	409
Radiation Management Services A Cardinal Health Co.....	410
Key Contact(s)	410
Brand Names.....	410
Products.....	410
REA Inc	411
RecoverCare Inc.....	411
Key Contact(s)	411
Brand Names.....	411
Products.....	411
Regency Product International.....	412
Key Contact(s)	412
Brands	412
Products.....	413

Rehab Designs of America	414
Key Contact(s)	414
Products.....	414
Richter Rehabilitation GmbH	415
S Teasdale Ltd.....	415
Key Contact(s)	415
Brand Names.....	415
Products.....	415
Sacon AG	416
Key Contact	416
Scandinavian Mobility International A/S	416
Key Contact(s)	416
Brand Names.....	417
Products.....	417
Schmitz und Soehne GmbH & Co KG	417
Key Contact(s)	417
Brand Names.....	417
Products.....	417
Simecoop Co Ltd	418
Products.....	418
SIZEWise Rentals LLC	419
Key Contact(s)	419
Brand Names.....	419
Products.....	419
Spadina Industries Inc.....	420
Key Contact(s)	420
Brand Names.....	420
Products.....	420
Span-America Medical Systems Inc	421
Key Contact(s)	421
Brand Names.....	421
Products.....	421
Staude und Partner Orthopaedie Geraete - Mecc San	422
Products.....	422
Sten+Barr Medical Inc	423
Key Contact(s)	423
Products.....	423
Tempur Pedic Medical Division	423
Key Contact(s)	424
Brand Names.....	424
Products.....	424
The Burrows Co.....	424
Key Contact(s)	425
Products.....	425
The Gollman Group Inc	425
Key Contact(s)	425

Products.....	425
The ROHO Group.....	426
Key Contact(s)	426
Brand Names.....	426
Products.....	426
Transfer Master Products Inc.....	427
Key Contact(s)	427
TTS Product & Service GmbH.....	427
Key Contact(s)	427
Brand Names.....	427
Products.....	427
Uwe Beck Rollstuhlcenter	427
Vilgo SA	428
Key Contact(s)	428
Brand Names.....	428
Products.....	428
Virtus Inc	429
Products.....	430
Virtus Ltd.....	430
Key Contact(s)	430
Products.....	430
Vitacare Inc.....	431
Key Contact(s)	431
Products.....	431
Werner Christ GmbH.....	432
Key Contact(s)	432
Brand Names.....	432
Products.....	432
Wibu-Wirtschaftsbund Sozialer Einrichtungen	432
Products.....	433
Wilhelm Meyer GmbH & Co KG.....	433
Key Contact(s)	433
Brand Names.....	433
Products.....	433
Zumtobel Staff Deutschland Vertriebs GmbH Vertriebszentrale.....	434
Products.....	434

List of Market Data Tables

1. Ranking of Countries By Market Size
2. Ranking of Countries/Regions By Growth Rate
3. Percentage Share By Application
4. Powered vs. Manual Beds – Market Breakdown
5. Percentage Distribution By Location/Site of Use
6. Percentage Distribution By Revenue Type
7. Worldwide Medical Beds Market By Country/Region (\$US Million, 2004-2012)
8. Worldwide Medical Beds Market By Application (\$US Million, 2004-2012)
9. Worldwide Medical Beds Market By Site of Use (\$US Million, 2004-2012)
10. Worldwide Medical Beds Market By Energy Source (\$US Million, 2004-2012)
11. Worldwide Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
12. General Purpose Medical Beds Market By Country/Region (\$US Million, 2004-2012)
13. Birthing Beds Market By Country/Region (\$US Million, 2004-2012)
14. Pediatric Medical Beds Market By Country/Region (\$US Million, 2004-2012)
15. Air-Fluidized/Low-Air-Loss Medical Beds Market By Country/Region (\$US Million, 2004-2012)
16. Bariatric Medical Beds Market By Country/Region (\$US Million, 2004-2012)
17. Critical Care Beds Market By Country/Region (\$US Million, 2004-2012)
18. Specialty Mattress Systems Market By Country/Region (\$US Million, 2004-2012)
19. Electric/Powered Medical Beds Market By Country/Region (\$US Million, 2004-2012)
20. Manual/Hydraulic Medical Beds Market By Country/Region (\$US Million, 2004-2012)
21. Acute Care Beds Market By Country/Region (\$US Million, 2004-2012)
22. Long-Term Care Beds Market By Country/Region (\$US Million, 2004-2012)
23. Home Care Medical Beds Market By Country/Region (\$US Million, 2004-2012)
24. Medical Beds Market: Rental/Leasing Revenues By Country/Region (\$US Million, 2004-2012)
25. Medical Beds Market: Capital/Purchase Revenues By Country/Region (\$US Million, 2004-2012)
26. Medical Beds Market: Parts & Accessories Revenues By Country/Region (\$US Million, 2004-2012)
27. Medical Beds Market: Inspection & Maintenance Services Revenues By Country/Region (\$US Million, 2004-2012)
28. United States Medical Beds Market – Key Market Parameters
29. United States Medical Beds Market By Application (\$US Million, 2004-2012)
30. United States Medical Beds Market By Site of Use (\$US Million, 2004-2012)
31. United States Medical Beds Market By Energy Source (\$US Million, 2004-2012)
32. United States Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
33. United States Medical Beds Market: Percentage Share By Application
34. United States Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
35. United States Medical Beds Market: Percentage Distribution By Location/Site of Use
36. United States Medical Beds Market: Percentage Distribution By Revenue Type
37. Canadian Medical Beds Market – Key Market Parameters
38. Canadian Medical Beds Market By Application (\$US Million, 2004-2012)
39. Canadian Medical Beds Market By Site of Use (\$US Million, 2004-2012)
40. Canadian Medical Beds Market By Energy Source (\$US Million, 2004-2012)
41. Canadian Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
42. Canadian Medical Beds Market: Percentage Share By Application
43. Canadian Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
44. Canadian Medical Beds Market: Percentage Distribution By Location/Site of Use
45. Canadian Medical Beds Market: Percentage Distribution By Revenue Type
46. Rest of the Americas (ROA) Medical Beds Market – Key Market Parameters
47. Rest of the Americas (ROA) Medical Beds Market By Application (\$US Million, 2004-2012)
48. Rest of the Americas (ROA) Medical Beds Market By Site of Use (\$US Million, 2004-2012)
49. Rest of the Americas (ROA) Medical Beds Market By Energy Source (\$US Million, 2004-2012)
50. Rest of the Americas (ROA) Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
51. Rest of the Americas (ROA) Medical Beds Market: Percentage Share By Application
52. Rest of the Americas (ROA) Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
53. Rest of the Americas (ROA) Medical Beds Market: Percentage Distribution By Location/Site of Use
54. Rest of the Americas (ROA) Medical Beds Market: Percentage Distribution By Revenue Type
55. Chinese Medical Beds Market – Key Market Parameters
56. Chinese Medical Beds Market By Application (\$US Million, 2004-2012)

57. Chinese Medical Beds Market By Site of Use (\$US Million, 2004-2012)
58. Chinese Medical Beds Market By Energy Source (\$US Million, 2004-2012)
59. Chinese Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
60. Chinese Medical Beds Market: Percentage Share By Application
61. Chinese Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
62. Chinese Medical Beds Market: Percentage Distribution By Location/Site of Use
63. Chinese Medical Beds Market: Percentage Distribution By Revenue Type
64. Indian Medical Beds Market – Key Market Parameters
65. Indian Medical Beds Market By Application (\$US Million, 2004-2012)
66. Indian Medical Beds Market By Site of Use (\$US Million, 2004-2012)
67. Indian Medical Beds Market By Energy Source (\$US Million, 2004-2012)
68. Indian Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
69. Indian Medical Beds Market: Percentage Share By Application
70. Indian Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
71. Indian Medical Beds Market: Percentage Distribution By Location/Site of Use
72. Indian Medical Beds Market: Percentage Distribution By Revenue Type
73. Japanese Medical Beds Market – Key Market Parameters
74. Japanese Medical Beds Market By Application (\$US Million, 2004-2012)
75. Japanese Medical Beds Market By Site of Use (\$US Million, 2004-2012)
76. Japanese Medical Beds Market By Energy Source (\$US Million, 2004-2012)
77. Japanese Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
78. Japanese Medical Beds Market: Percentage Share By Application
79. Japanese Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
80. Japanese Medical Beds Market: Percentage Distribution By Location/Site of Use
81. Japanese Medical Beds Market: Percentage Distribution By Revenue Type
82. Rest of Asia-Pacific (ROAPAC) Medical Beds Market – Key Market Parameters
83. Rest of Asia-Pacific (ROAPAC) Medical Beds Market By Application (\$US Million, 2004-2012)
84. Rest of Asia-Pacific (ROAPAC) Medical Beds Market By Site of Use (\$US Million, 2004-2012)
85. Rest of Asia-Pacific (ROAPAC) Medical Beds Market By Energy Source (\$US Million, 2004-2012)
86. Rest of Asia-Pacific (ROAPAC) Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
87. Rest of Asia-Pacific (ROAPAC) Medical Beds Market: Percentage Share By Application
88. Rest of Asia-Pacific (ROAPAC) Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
89. Rest of Asia-Pacific (ROAPAC) Medical Beds Market: Percentage Distribution By Location/Site of Use
90. Rest of Asia-Pacific (ROAPAC) Medical Beds Market: Percentage Distribution By Revenue Type
91. French Medical Beds Market – Key Market Parameters
92. French Medical Beds Market By Application (\$US Million, 2004-2012)
93. French Medical Beds Market By Site of Use (\$US Million, 2004-2012)
94. French Medical Beds Market By Energy Source (\$US Million, 2004-2012)
95. French Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
96. French Medical Beds Market: Percentage Share By Application
97. French Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
98. French Medical Beds Market: Percentage Distribution By Location/Site of Use
99. French Medical Beds Market: Percentage Distribution By Revenue Type
100. German Medical Beds Market – Key Market Parameters
101. German Medical Beds Market By Application (\$US Million, 2004-2012)
102. German Medical Beds Market By Site of Use (\$US Million, 2004-2012)
103. German Medical Beds Market By Energy Source (\$US Million, 2004-2012)
104. German Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
105. German Medical Beds Market: Percentage Share By Application
106. German Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
107. German Medical Beds Market: Percentage Distribution By Location/Site of Use
108. German Medical Beds Market: Percentage Distribution By Revenue Type
109. Italian Medical Beds Market – Key Market Parameters
110. Italian Medical Beds Market By Application (\$US Million, 2004-2012)
111. Italian Medical Beds Market By Site of Use (\$US Million, 2004-2012)
112. Italian Medical Beds Market By Energy Source (\$US Million, 2004-2012)
113. Italian Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
114. Italian Medical Beds Market: Percentage Share By Application
115. Italian Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
116. Italian Medical Beds Market: Percentage Distribution By Location/Site of Use

117. Italian Medical Beds Market: Percentage Distribution By Revenue Type
118. UK Medical Beds Market – Key Market Parameters
119. UK Medical Beds Market By Application (\$US Million, 2004-2012)
120. UK Medical Beds Market By Site of Use (\$US Million, 2004-2012)
121. UK Medical Beds Market By Energy Source (\$US Million, 2004-2012)
122. UK Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
123. UK Medical Beds Market: Percentage Share By Application
124. UK Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
125. UK Medical Beds Market: Percentage Distribution By Location/Site of Use
126. UK Medical Beds Market: Percentage Distribution By Revenue Type
127. Rest of Europe (ROE) Medical Beds Market – Key Market Parameters
128. Rest of Europe (ROE) Medical Beds Market By Application (\$US Million, 2004-2012)
129. Rest of Europe (ROE) Medical Beds Market By Site of Use (\$US Million, 2004-2012)
130. Rest of Europe (ROE) Medical Beds Market By Energy Source (\$US Million, 2004-2012)
131. Rest of Europe (ROE) Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
132. Rest of Europe (ROE) Medical Beds Market: Percentage Share By Application
133. Rest of Europe (ROE) Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
134. Rest of Europe (ROE) Medical Beds Market: Percentage Distribution By Location/Site of Use
135. Rest of Europe (ROE) Medical Beds Market: Percentage Distribution By Revenue Type
136. Rest of the World (ROW) Medical Beds Market – Key Market Parameters
137. Rest of the World (ROW) Medical Beds Market By Application (\$US Million, 2004-2012)
138. Rest of the World (ROW) Medical Beds Market By Site of Use (\$US Million, 2004-2012)
139. Rest of the World (ROW) Medical Beds Market By Energy Source (\$US Million, 2004-2012)
140. Rest of the World (ROW) Medical Beds Market By Revenue Type (\$US Million, 2004-2012)
141. Rest of the World (ROW) Medical Beds Market: Percentage Share By Application
142. Rest of the World (ROW) Medical Beds Market: Powered vs. Manual Beds – Market Breakdown
143. Rest of the World (ROW) Medical Beds Market: Percentage Distribution By Location/Site of Use
144. Rest of the World (ROW) Medical Beds Market: Percentage Distribution By Revenue Type