



# The Medical Community Sources on ThomasNet.com



## Who Sources Medical Products and Services on ThomasNet.com?

### Major Medical Manufacturers

In the U.S., medical devices and supplies are manufactured by over 20,000 companies with combined annual revenues of about \$92 billion. By 2112, the market is projected to grow 9.1%.<sup>1</sup>

Companies that manufacture medical devices and supplies need parts, packaging, and all kinds of raw materials. They source these items on ThomasNet.com.

<sup>1</sup> Medical Equipment and Supplies Manufacturing, OneSource, 2009

### Hospitals, Healthcare Facilities, and Labs

Thousands of hospitals, laboratories and purchasing groups such as the Health Industry Purchasing Association, bring their considerable buying power to ThomasNet.com. Many laboratories are run by universities with research funded by large companies or the government.

### Pharmaceutical Companies

Some of the world's largest pharmaceutical companies source ingredients, packaging materials, and processing tools on ThomasNet.com.

## What does the Medical Community Buy through ThomasNet.com?

- |                                 |                            |                              |
|---------------------------------|----------------------------|------------------------------|
| Adhesives                       | IV bags                    | Pharmaceutical conveyors     |
| Air filters                     | Laboratory instruments     | Pharmaceutical packaging     |
| Analgesics                      | Labels                     | Physical therapy equipment   |
| Animal cages                    | Lasers                     | Precision medical components |
| Bactericides                    | Medical CNC machining      | Protective liners            |
| Bar coding                      | Medical devices            | Solids feeders               |
| Biomedical chillers             | Medical extrusions         | Specialty process equipment  |
| Blood pressure monitors         | Medical gas                | Sterile supply storage       |
| Custom medical packaging        | Medical tubing             | Surgical towels              |
| Defibrillators                  | Microscopes                | Tapes                        |
| EKG cables                      | MRIs                       | Test tubes                   |
| Endoscopes                      | Needles                    | Testing services             |
| Flowmeters                      | Optical instruments        | Ultrasound machines          |
| Glass vials                     | Orthopedic equipment       | Waste management             |
| Infusion pumps                  | Pharmaceutical applicators | Wheelchairs                  |
| Instrument calibration services | Pharmaceutical blenders    | X-Ray machines               |
| Isotopes                        | Pharmaceutical chemicals   | ...and more                  |

## These Companies are Among the Top 500 Most Frequent Visitors to ThomasNet.com:

- Abbott Laboratories
- Amgen
- Baxter
- Bayer Corporation
- Ecolab
- Eli Lilly
- GlaxoSmithKline
- Guidant
- Medtronic
- Merck
- Pfizer
- Roche

# Medical

## These Medical and Pharmaceutical Companies Search for Suppliers on ThomasNet.com – Will They Find You?

Abbott Laboratories	Bristol-Myers Squibb	Medventure Technology Corporation
Agilent Technologies	Cambrex Corporation	Merck
Air Liquide	Cambridge Incubator, Inc.	Millennium Pharmaceuticals, Inc.
Air Products and Chemicals Inc.	Caraustar Industries, Inc.	Molecular Insight Pharmaceuticals
Alcon Labs	Chemtex International	Patheon
Alliance Healthcare	Cook Pharmica	Pfizer
American Pharma Care	Dielectrics	Roche
Amerisourcebergen Canada	Ecolab	Sage Products
Amgen	Eli Lilly	Seagate Technologies
Apotex Inc	Empire Health Services	Sharp Healthcare
Applied Biosystems	Fisher Scientific Intl.	Smithkline Beecham Biologicals
Argent Solutions	Fluor	Smiths Group
Aurobindo	GE, Inc.	Stryker
Aventis Pharmaceuticals	Genentech Inc.	Symyx Technologies, Inc.
Baxter	Gilead Sciences	Textron
Bayer AG	GlaxoSmithKline	The Genzyme Corporation
Bayer Corporation	Guidant	Tyco Healthcare
Biodel Inc.	Hoffmann LaRoche Inc.	United Technologies
Biogen Inc.	Johnson and Johnson	Wyeth
Boehringer Ingelheim Pharmaceuticals, Inc.	Kimberly-Clark	Xstream Systems
Boston Scientific	Lydall Inc.	...and more
	Medtronic	

## Hospitals, Medical Centers, and Laboratories Use ThomasNet.com, including:

Alameda County Medical Center Oakland, CA	Children's Hospital of Philadelphia Philadelphia, PA	Mount Sinai School of Medicine New York, NY
Albert Einstein College Of Medicine Bronx, NY	Cleveland Clinic Foundation Cleveland, OH	Northwestern Memorial Hospital Chicago, IL
American Red Cross National Headquarters Falls Church, VA	Columbia-Presbyterian Medical Center New York, NY	Phoenix Laboratories Farmingdale, NY
Arkansas Children's Hospital Little Rock, AR	Cumberland Medical Center Crossville, TN	St. Luke's Roosevelt Hospital Center New York, NY
Atlanta Center for Medical Research Atlanta, GA	Denver Health and Hospital Authority Denver, CO	Tanner Medical Center Inc. Carrollton, GA
Battelle Pacific Northwest Laboratory Richland, WA	Erie County Medical Center Buffalo, NY	The Fox Chase Cancer Center Philadelphia, PA
Baylor Health Care Systems Dallas, TX	Franciscan Hospital Cincinnati, OH	The Johns Hopkins Medical Institutions Baltimore, MD
Bellevue Hospital Center New York, NY	Frankford Hospital Philadelphia, PA	The United States Centers for Disease Control Atlanta, GA
Carlisle Regional Medical Center Carlisle, PA	Hartford Hospital Hartford, CT	U Mass Medical School Providence, RI
Catholic Medical Center Manchester, NH	Harvard Medical School Cambridge, MA	University of Pittsburgh Medical Center Pittsburgh, PA
Central Indiana Regional Blood Center Indianapolis, IN	Mayo Foundation Rochester, MN	Yale University School of Medicine New Haven, CT
		...and more

### For more information:

Contact your local ThomasNet representative or call 800.879.6757

## What Buyers are Saying About ThomasNet.com?

"ThomasNet.com is a great site, and an important part of the sourcing process. When initiating a second sourcing program, your site was the first site I searched for a specialty chemical. I found what I needed."

Nathan Daley, Purchasing Manager  
Biogen Idec.  
Developer and Manufacturer of Innovative Therapies

"We needed suppliers of medical grade silicone – found 2 sources through ThomasNet."

Lou Poulgin, Material Control Manager  
Gynesonics, Inc.  
Manufacturer of Medical Devices

"I use ThomasNet.com all the time. I'm often looking for machine shops."

Frank Moy, Operations Manager  
Misonix, Inc.  
Manufacturer of Ultrasonic Medical Devices