

# MEDICAL INDUSTRY EMPLOYMENT OPPORTUNITIES™

## The Twice-A-Month Jobs Available Newsletter

Profiles 100-150 new job openings nationwide each issue.

Across all medical industry sectors. All categories & levels of job titles.

Job openings are different each issue; they are not repeated.

“You can’t find most of these openings on your own or in any other single resource.”

<b>2003 Subscription Rates: Fax Order Form To: 714-434-9755</b>	
<input type="checkbox"/> 1 Sample (old issue): <b>\$19.95 +\$5 transmittal fee + 7.75% tax for CA residents</b>	
<input type="checkbox"/> 1 Latest issue: <b>\$24.95 +\$5 transmittal fee + 7.75% tax for CA residents</b>	
1/4 Year e-mail version: (6 bi-weekly issues) <input type="checkbox"/> <b>\$69</b> (REG. \$99; no tax or shipping)	<b>PAYMENT TERMS:</b> Purchase Orders: Not Accepted. Invoicing: +\$25. No CODs. Prepayment: Required US dollars only.
1/2 Year e-mail version: (12 bi-weekly issues) <input type="checkbox"/> <b>\$129</b> (REG. \$175; no tax or shipping)	
1 Year e-mail version: (24 bi-weekly issues) <input type="checkbox"/> <b>\$249</b> (REG. \$396; no tax or shipping)	<b>NOTE: THERE IS NO PAPER/PRINTED VERSION OF MIEO.</b>
2 Years e-mail version: (48 bi-weekly issues) <input type="checkbox"/> <b>\$499</b> (REG. \$792; no tax or shipping)	
<input type="checkbox"/> <b>NEW SUBSCRIPTION</b> <input type="checkbox"/> <b>RENEWAL</b> <input type="checkbox"/> <b>ADDRESS CHANGE</b>	
Charge your new subscription or renewal by phone, fax or e-mail:	
<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Discover <input type="checkbox"/> Amex	
#: _____ Expires: _____	
Signature: _____	
Name: _____	
Position Title: _____	
Company: _____	
Address: _____	
City: _____ State: _____ Zip: _____	
Country: _____	
Phone: _____ Fax: _____	
E-mail: _____	

Researched, Published & Distributed Exclusively By:

### Biomedical Market Newsletter®

3237 Idaho Place • Costa Mesa CA USA 92626-2207

(714) 434-9500 phone • (714) 434-9755 fax • (800) 875-8181 toll free phone (US only) • info@biomedical-market-news.com

Visit Our Internet Home Page Website for descriptions (only) of our products:

<http://www.biomedicalmarketnewsletter.com>; <http://www.biomedical-market-news.com>

Entire contents ©Copyright 1995-2003 by Biomedical Market Newsletter® ISSN #1096-5947. **LICENSED FOR 1 USER ONLY.** Unauthorized photocopying, distributing throughout a firm or posting on cork bulletin boards, e-mailing it elsewhere or posting any portion on a website or company intranet, is strictly prohibited by law, this Licensing Agreement and copyright & trademark laws. Violations of this Licensing Agreement and our intellectual property will result in the immediate cancellation of your subscription, nonrefunding of remaining issues and civil &/or criminal prosecution. Prices are subject to change without notice.

## KEY TO LAYOUT DESIGN

Job Position Title:	Technical Requirements:
Job Order/Reference #	Respond To:
Type of Firm/Industry Sector:	Position Title:
Deadline To Respond:	Company Name:
Salary:	Address:
Job Location:	City: State: Zip Code: Country:
Job Description:	Phone:
Job Requirements:	Fax:
Education Requirements:	E-mail:
	Internet Website:

***PUBLISHER'S NOTE:*** In each issue of *Medical Industry Employment Opportunities™* (MIEO), we attempt to include job listings in virtually all key medical industry job categories, at all levels, nationwide and occasionally outside the US.

Regarding address, phone, fax and related contact information, we publish as much of this as we can possibly track down. However, in almost every issue, despite many hours or effort, some of these details cannot be obtained and/or confirmed. It therefore could not be included since we couldn't find it, so please don't call us to ask for a phone number in such cases—we don't have it. This is especially true for new start-up companies that are in practically every issue of MIEO, or blind ads.

Please be aware that we immediately enter job announcements in our database for inclusion in *MIEO*, up to the day each issue is published. We publish the job announcements and mail them to you just as fast as humanly possible—it can't be done any faster than it already is, given the twice-a-month publication schedule for *MIEO*.

**But occasionally, a job will be filled prior to your receiving and/or responding to that announcement — especially in high demand, high volume fields like biomed/service engineers, sales & now regulatory affairs/QA/QC. Often these have shorter interview processes.**

*We accept no responsibility, and will not grant a refund of your subscription, in cases where someone else was already hired by the time you got around to contacting the company doing the hiring.*

**WE DO NOT GUARANTEE THE JOB WILL STILL BE OPEN BY THE TIME YOU RESPOND, OR THAT THE COMPANY WILL ACKNOWLEDGE YOUR LETTER.** Obviously, the more time that elapses before you contact the company regarding an open position, the more likely it is that the position will have already been filled.

The inclusion of particular categories of job openings, the number within each category or the location of positions, is strictly dependent on what jobs are currently being offered by the various firms and organizations.

Thus, these numbers will vary with each issue. Also, announcements are not repeated.

Some issues of *MIEO* may have many listings in the job title area and/or geographic region you seek, while other issues may not. This is a normal pattern. The nonappearance of such listings in a particular issue or issues is not a legitimate reason for granting refunds to buyers of *MIEO*.

In addition, certain regions of the U.S., especially key manufacturing states such as NY, NJ, TX, FL, IL, MN and particularly CA, which is currently the largest region for medical manufacturing in the world, will usually correspondingly have the largest number of job openings.

Other states, such as Montana, North Dakota, South Dakota, Maine, Vermont or Idaho, for example, because they have virtually no medical manufacturers whatsoever, will have practically no job openings announced in MIEO. Therefore, what appears in *MIEO* is primarily based on supply.

According to our exclusive research and analysis, since California-based medical manufacturers currently get more new products approved by the FDA than the next 3-5 states combined on a monthly average, the number of new job openings at these companies has been and will continue to lead the nation for the foreseeable future.

**However, we do go to great lengths and expense to try to get job listings included from many other states.**

The job openings reported are believed to be legitimate. *MIEO* accepts no responsibility or liability for errors, claims, salaries, misinterpretation/errors of the job description, etc., made in the job listing, changes in the job description, or any other such factors that are beyond the control of the publisher.

***MIEO* does not claim, warranty, guarantee or accept responsibility for whether buyers of *MIEO* find a job** — or whether a position has already been filled prior to your responding to the job announcement in *MIEO*.

### **LICENSING AGREEMENT:**

THIS IS PROPRIETARY RESEARCH MATERIAL. Bio-medical Market Newsletter, Inc accepts no returns, exchanges or refunds. This LICENSING AGREEMENT specifically prohibits you from copying it and distributing it to others. Violators will be prosecuted for copyright & trademark infringement, as well as sued for damages & lost revenues. BMN Inc accepts no liability or responsibility for inclusion or noninclusion of any information or data.

---

Accountant, Chief  
 Medical Center  
 Southern California  
 Familiar w/OSHPD regs, month-end closing, financial statements, contractual reimbursements, analysis. 3-5 yrs exp in acute care hospital BA/BS. in acctg. Send resume w/cover letter.  
 Director of Human Resources  
 South Coast Medical Center  
 31872 Coast Hwy  
 Laguna Beach CA 92651  
 949-499-7103 jobline  
 949-499-7148 fax

---

Administrative Manager  
 University Hospitals  
 New York  
 Resp for managing operations of newly developed natl program at Westchester Div. Operations include a call center, web site & library/resource center for families & individuals affected by Borderline Personality Disorder. BA/BS. in psychology/social work/HC exp. Send resume w/cover letter.  
 HR Dept  
 Westchester Div of NY-Presbyterian  
 University Hospitals of Columbia & Cornell  
 21 Bloomingdale Rd  
 White Plains NY 10605  
 914-682-6972 fax

---

Administrator  
 Healthcare Center  
 Southern California  
 Must have current NHA licensure, proven track record & exceptional communication & leadership skills. Send resume w/cover letter.  
 Director of Human Resources  
 Royale Health Care Center  
 1030 W Warner Ave  
 Santa Ana CA 92707  
 714-708-4884 fax

---

Administrator, Associate  
 Specialty Hospital & Nursing Facility  
 New York  
 Skills & attitude to function independently, w/ability to prioritize tasks, meet deadlines & possess interpersonal skills to deal w/physicians, other professionals & broad spectrum of managerial personnel. BA/BS. No phone calls please. Send resume w/cover letter.  
 Henry Westreich, Administrator  
 Roosevelt Island Medical Associates, PC  
 Coler Goldwater Specialty Hosp/Nursing Facility  
 1 Main Street  
 Roosevelt Island NY 10044  
 212-318-4874 fax

---

Admissions Director  
 Long-Term Care  
 Southern California  
 2-4 yrs long term or healthcare exp prefd. Resp for sales, mktg, customer svc. Ability to meet quality census & revenue objectives. BA degree. Send resume w/cover letter.  
 MAA 2064 OCR  
 625 Grand Ave  
 Santa Ana CA 92701

---

Analyst, Business  
 Healthcare  
 Southern California  
 Develop/maintain standardized & ad hoc reports for mgmt. Download, reconcile & manipulate data from SQL database/mainframe systems. BS./BA/2-5 yrs exp in HC. Send resume w/cover letter.  
 L Kuok  
 UCLA Healthcare  
 Los Angeles CA  
 310-301-5250 fax

---

**ORDER YOUR 2003  
 MEDICAL INDUSTRY  
 CONFERENCE  
 CALENDAR NEWSLETTER  
 TODAY**

**Publisher exclusively by:**  
 Biomedical Market Newsletter Inc  
 3237 Idaho Place  
 Costa Mesa CA 92626-2207  
**800-875-8181 toll free phone**  
 714-434-9755 fax  
[info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)  
<http://www.biomedical-marketnewsletter.com>

Analyst, Compensation  
Medical Center  
New York

Collect & analyze data to ensure external competi-

tiveness & internal equity of corp-wide salary structure. BA/BS. in HR/2 yrs compensation related exp. Send resume w/cover letter.

## Medical Industry Conference Calendar Newsletter™

- 2003 calendar year & beyond
- New bi-weekly newsletter, delivered twice-a-month via email (MS Word file).
- The one "must have" resource—\$ave\$ time/money
- Comprehensive—*all* medical industry segments

**Approx. 2,000 Key Events Profiled Each Issue**



An innovative international e-mail newsletter is now available for immediate delivery, the 2003 "Medical Industry Conference Calendar

Newsletter." **Delivered twice-a-month, each issue briefly profiles important upcoming medical meetings, conferences, seminars and exhibitions, for 2003-2009 (through Dec 31 2009).** Brief profiles include basic contact information.

**The ultimate in speed/ease-of-use.** The Calendar Newsletter is in MS Word (text format), delivered as an e-mail file attachment. [There is NO book or database version.] Subscribers can search by key word, like any other Word file. The handy subscription-only newsletter constantly provides an ongoing continually updated list of key meetings held worldwide, both local & regional (avg. 1,500-2,500 each issue).

**INCLUDES: Over 100 different topics/industry sectors, including: biomed, biotech, cardiology, clinical, device, diagnostics, e-health, equipment, FDA/regulatory, GMP, hospitals, implants, IV therapy, instruments, ISO 9000, lasers, less-invasive surgical, managed care, mfg, OEM, ophthalmology, orthopedic, pharmaceutical, regulatory, R&D, reuse, reimbursement, sterilization, supplies, tests, transplantation, venture capital & much more. SORRY, NO FREE SAMPLE ISSUES, in order to keep subscription prices as low as possible.**

**CALENDAR NEWSLETTER— Fax Order Form To: 714-434-9755**

**1 Latest Issue:**  \$ 49 +\$5 transmittal fee +7.75% tax Calif residents only

**1 Yr Subscription:**  \$199 (reg. \$299)(24 issues)(no tax or transmittal fee)

**Invoicing:**  \$ 35 extra. **Purchase orders:** Not accepted. Prepayment required.

Discover/Visa/MC/Amex# \_\_\_\_\_ Exp \_\_\_\_\_

Signature \_\_\_\_\_

Name \_\_\_\_\_

Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ [BMN 11/02]

Biomedical Market Newsletter Inc • 3237 Idaho Pl • Costa Mesa CA USA 92626-2207

(714) 434-9500 phone • (714) 434-9755 fax • (800) 875-8181 toll free phone

http://www.biomedical-market-news.com info@biomedical-market-news.com



Director of Human Resources  
Beth Israel Medical Center  
555 W 57th St 19th Fl  
New York NY 10019  
212-523-5776 fax  
jsimpson@chpnet.org  
http://  
www.wehealnewyork.org

Analyst, Healthcare Data

Administer MediCal Managed Care in Orange County

Southern California  
Manage quality outcome study data, incl database design, reporting & analysis of data. Assist in HEDIS project implementation, analysis & improvement of HEDIS data sets. BA/BS. Send resume w/cover letter.

Director of Human Resources

CalOptima  
1120 W LaVeta Ave Ste 200

Orange CA 92868  
714-246-8581 fax  
jobs@caloptima.org  
http://

www.caloptima.org

Aseptic Product Tech  
Pharmaceutical Development  
Southern California (San Diego)

Perform sterilization of equip & components, bulk formulation, aseptic

tic gowning, filling/ stoppering &/or lyophilization.  
3 yrs pharm mfg exp or BA/BS. in science/min 1 yr  
cGMP exp. Send resume w/cover letter.

Director of Human Resources  
Cardinal Health Pharmaceutical Development  
9240 Trade Place Ste 100  
San Diego CA 92126  
858-935-0151 fax  
resumes@net70.com

---

Bioanalytical Science, Director/Manager of  
Job Order #1196  
Medical Device  
Northern California (Bay Area)  
Resp for mgmt & strategic direction of Bioanalytical  
Sciences Group. Previous exp managing GLP  
bioanalytical lab w/demonstrated organizational/lead-  
ership skills. PhD in chemistry/biochemistry/MS  
considered. Send resume w/cover letter.

Larry A Kuhn  
Executive Recruiter  
Kuhn Med-Tech Inc  
27128-B Paseo Espada Ste 623  
San Juan Capistrano CA 92675  
949-496-3500 phone  
949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Budget & Reimbursement, Manager of  
Medical Center  
New Jersey  
Oversee daily activities of med center's budget &  
reimbursement dept. BA/BS./MBA prefd/2-5 yrs  
exp. Send resume w/cover letter.

Lenore Mooney  
Professional Recruiter  
Hackensack University Medical Center  
60 2d St  
Hackensack NJ 07601  
201-489-1766 fax  
<http://www.humed.com> (Careers)

---

Business Development Manager  
Pharmaceutical Company  
Japan (Tokyo)  
Japanese national w/global pharm company w/over  
100,000 employees worldwide & over 3,000 in Ja-  
pan. Business Devel Mgr for new product develop-  
ment. English skills & previous product devel &  
some bus devel exp reqd. Send resume w/cover letter.

Mr Henderson  
EWC Consulting Kojimachi  
Tokyo Japan  
011-813 3222 5531 phone  
frank@ewc.co.jp  
<http://www.ewc.co.jp>

---

Business Development Managers  
Healthcare Communications Company  
East & West Coast  
Develop contacts in pharmaceutical, biotech & ad-  
vertising agency industries to mkt company's suite of  
services & develop new business areas. Min 5-yr  
pharmaceutical/ ad agency exp prefd. Send resume  
w/cover letter.

Director of Human Resources  
personnell2003@yahoo.com

---

Business Development, Director of  
Healthcare Marketing Firm  
Location not specified.  
Sales & mktg opportunity for individual knowledge-  
able of hospital operations & have sales ability. Send  
resume w/cover letter.  
LAT/MSC #20204  
202 W 1st St  
Los Angeles CA 90012

---

Business Development, Director of  
Pharmaceutical Company  
Southern California (San Diego)  
Regional sales territory, providing clinical patient  
recruitment & IVRS svcs to pharm research groups &  
CROs. Development of new business relationships,  
not simply acct mgmt. Home-based, requiring ability  
to work independently. 2 yrs consultative sales exp in  
clinical research industry. Send resume w/cover let-  
ter.

Director of Human Resources  
PharmaTech Solutions Inc  
3534 S College Rd Ste 1  
Wilmington NC 28412  
910-392-7275 fax  
tmcDonald@pharmatechsolutions.com  
<http://www.pharmatechsolutions.com>

---

Business Development, Director of  
Biopharmaceutical Co  
New York  
Identify, structure & negotiate licensing & acquisi-

tion opportunities. 7-10 yrs biotechnology or pharmaceutical exp. MBA w/science undergrad deg prefd. Must have demonstrated ability to close deals. Send resume w/cover letter.

Director of Human Resources  
Progenics Pharmaceuticals Inc.  
Tarrytown NY  
914-789-2800 phone  
914-789-2863 fax  
hr@progenics.com  
<http://www.progenics.com>

---

Business Development, Sr Account Management  
Advertising & Communication Company  
New Jersey (Northern)  
Resp for new business development, strategic & tactical planning, proposal writing & team mgmt. BA/BS./min 4 yrs pharm/MC/health service sales & mktg exp. Send resume w/cover letter.  
T7941 NYT  
New York NY 10108

---

Cardiology Services, Asst VP of  
Medical Center  
New York

Resp for strategic & annual operating plans for cardiology service line, identifying strategic growth targets & developing operational & outreach strategies. RN/master's in business/PH admin/nursing/ 5-7 yrs cardiology mgmt exp. Send resume wletter.  
Director of Human Resources  
Vassar Brothers Medical Center  
45 Reade Place  
Poughkeepsie NY 12601  
845-483-6079 fax  
vbmchr@health-quest.org  
<http://www.health-quest.org>

---

Chemical Development & Mfg, Director/Manager of  
Job Order #1195  
Medical Device  
Northern California (Bay Area)  
Resp for successful process development & scale-up of promising small molecule drug candidates from lab scale to commercial scale. Min 10 yrs exp in scale-up of small molecule pharm products from lab scale to commercial scale. MS/PhD in chem engr/chemistry. Send resume w/cover letter.  
Larry A Kuhn

Exec Recruiter  
Kuhn Med-Tech Inc  
27128-B Paseo Espada Ste 623  
San Juan Capistrano CA 92675  
949-496-3500 phone  
949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Chief Executive Officer  
Health Clinic  
Central California (Tulare County)  
Articulate leader who will guide this community hlth center in its efforts to serve its patients. Resp for administrative functions of organization as well as serving as an advocate for hlth services for underserved population. BA/BS. in health/bus admin/master's prefd/5 yrs mgmt exp incl 3 yrs clinic admin. Send resume w/cover letter.  
Tulare Community Health Clinic  
c/o FLG Consulting Inc  
7111 N Fresno  
Fresno CA 93720  
559-256-5013 fax  
renner@flgconsult.com  
<http://www.flgconsult.com>

---

Chief Executive Officer  
Medical Association  
New York  
Bkgrnd in sales/mktg to health-related or social service organizations, especially those serving people w/cancer. Send resume w/cover letter.  
Chairman, CEO Search Committee  
Gilda's Club New York City  
195 W Houston St  
New York NY 10014  
212-647-1154 fax  
ceosearch@gildasclubnyuc.org  
<http://www.gildasclubnyuc.org>

---

Client Services, Director of  
Healthcare Contact Center Services  
Location not specified.  
Manage & grow revenue from our existing hospital account base. Min 5 yrs hospital mktg exp reqd. Travel required. Send resume w/cover letter.  
Director of Human Resources  
CA  
714-424-5619 fax  
careers@coactivesystems.com

---

Clinical Operations Director  
 Clinical Research Organization  
 Southern California (Irvine)  
 Provide hands-on leadership to Clinical Services Team to develop/lead an outstanding project support unit. 7-10 yrs CRO/Sponsor exp. BA/BS. reqd/health/science degree pref'd. Send resume w/cover letter.  
 Attn: CO Director  
 Paragon Biomedical Inc  
 120 Theory Ste 100  
 Irvine CA 92612-3045  
 949-442-2800 phone  
 jobs@parabio.com  
<http://www.parabio.com>

---

Clinical Research, Associate of  
 Job Order #ES/N-OCR/021493  
 Non-Coronary Vascular Products  
 Northern California (San Francisco)  
 Submit resume & complete personal profile.  
 Director of Human Resources  
 Guidant Endovascular Solutions  
 San Francisco CA  
[http://www.guidant.com/careers/jobs.shtml\(CareerFinder\)](http://www.guidant.com/careers/jobs.shtml(CareerFinder))

---

Clinical Research, Manager of  
 Job Order #ES/N-OCR/021492  
 Non-Coronary Vascular Products  
 Northern California (San Francisco)  
 Submit resume & complete personal profile.  
 Director of Human Resources  
 Guidant Endovascular Solutions  
 San Francisco CA  
[http://www.guidant.com/careers/jobs.shtml\(CareerFinder\)](http://www.guidant.com/careers/jobs.shtml(CareerFinder))

---

Communication Manager, Drug Info Medical  
 Job Order #GR-4-02  
 Pharmaceutical Company  
 Connecticut  
 Min 3 yrs in clinical practice reqd to ensure appropriate expertise in areas of pharmacology, therapeutics, written/oral communication & literature evaluation. Degree in pharmacy/PharmD or clinically oriented MS. Send resume w/cover letter.  
 Melissa Richardson  
 Landmark Search Group  
 504-828-3371 phone

melissa@landmarksearch.com  
<http://www.landmarksearch.com>

---

Communications Manager  
 Drug Info/Medical Communications  
 Connecticut  
 Work w/outside contacts as well as in-house clinical, medical & reg professionals. Present, advise & through written communic & research efforts maintain a level of excellence in providing important drug info to Corp. 2-8 yrs clinical pharm role w/in med setting. BS./MS/PharmD a+. Send resume w/letter.  
 Marlene Rudnick  
 President  
 Davis Rudnick Inc  
 914-271-3111 phone  
[davisrudnick@aol.com](mailto:davisrudnick@aol.com)

---

Communications, Clinical Specialists  
 Job Order #WH-2219  
 Pharmaceutical Company  
 \$57,000-\$103,000  
 Connecticut (West Haven)  
 Develop a scientifically accurate public hlth message that is used to respond to queries regarding Bayer biological products as well as support Sales & Mktg goals & objectives. PharmD/RPh/physician's asst/MS in nursing w/ license as certif nurse practitioner/3-5 yrs clinical exp/BS. in pharmacy or nursing. Send resume w/cover letter.  
 Director of Human Resources  
 Bayer Corp  
 888-805-7474 fax  
[bayerpharma@alexus.com](mailto:bayerpharma@alexus.com)  
<http://www.founditatbayer.com>

---

Community Liaison  
 Administer MediCal Managed Care in Orange County Southern California  
 Address & resolve issues for members within disabled population, facilitating communication & resolution of problems on behalf of these members. BA/BS. Send resume w/cover letter.  
 Director of Human Resources  
 CalOptima  
 1120 W LaVeta Ave Ste 200  
 Orange CA 92868  
 714-246-8581 fax  
[jobs@caloptima.org](mailto:jobs@caloptima.org)  
<http://www.caloptima.org>

---

**Computer Scientist**

First Genetic Trust, Inc. in search of Computer Scientist. Must have Bachelor's degree in CS or equivalent and 1 year of experience as a Software Developer in biotechnology field. Submit resume to Dr. A. Floratos, FGT, 201 Route 17N, #902, Rutherford, NJ, 07070 or to Fax No. 201/842-1011. No Calls.

---

**Contracts Manager**

Children's Hospital  
Southern California

Ensure cost effective acquisition of goods, consistent w/approved quality & delivery standards through optimal use of Group Purchasing Organization contracts. BA in bus/3-5 yrs exp in purchasing field/advanced computer skills in Excel spreadsheets, Word & purchasing info systems. Send resume w/cover letter.

Director of Human Resources

CHOC HR  
455 S Main St  
Orange CA 92868  
714-532-8416 fax  
<http://www.choc.org>

---

**CRA, Regional**

Pharmaceutical Company  
New Jersey (Central)

Seeking several Regional (home-based) CRAs, of all levels to join their team. Conduct study initiation, interim & close-out visits at assigned sites. Generation of reports. BA/BS./18 mos+ monitoring exp in pharm/CRO environ/exp in oncology a+. Send resume w/cover letter.

Michelle Lemire

Winnertech Consulting  
732-758-9500 phone  
732-758-9503 fax  
michellel@winnertech.com  
<http://www.winnertech.com>

---

**Customer Services, Director of HMO**

New York

Supervise Manager of Care Services & the Manager of Special Projects; oversee planning, development, implementation & operation of Customer Relations, incl improvement projects & focus reviews. BA/BS./master's pref/5-10 yrs mgmt exp.

Send resume w/cover letter.

Myrna Lopez  
HR Dept  
Elderplan  
6323 7th Ave  
Brooklyn NY 11220  
718-630-2554 fax  
resumes@mjhs.org  
<http://www.mjhs.org>

---

**Customer Solutions, Director of Nuclear Pharmacy Services**

Southern California (Woodland Hills)  
Evaluate, develop, implement strategies using e-commerce solutions for our customers, while working w/sales, operations & info svcs. BA/BS. in bus/mktg/info systems/min 5 yrs mgmt exp in development/implement of customer technology programs. Send resume w/cover letter.

Director of Human Resources

Nuclear Pharmacy Services  
Woodland Hills CA 818-737-4666 fax

---

**Data Management WTC 60**

Job Order #2003-3152 Family Support Services  
Association  
New York

4 yrs exp in managing databases, including 2 yrs supervisory exp. Strong knowledge of word processing, spreadsheet, access database design & mgmt. Send resume w/cover letter.

Director of Human Resources

American Red Cross  
<http://www.redcross.org/jobs>

---

**Director, Administrative**

Primary Care Clinic System  
New York

Key participant in organizational healthcare strategy & program development, w/responsibility for staffing, contract & grant mgmt & budget mgmt. 3 yrs supervisory exp. MPH/MPA/MBA Send resume w/cover letter.

Director of Human Resources

Project Renewal  
200 Varick St 9th Fl  
New York NY 10014  
212-243-4755 fax  
jessicaa@projectrenewal.org  
<http://www.projectrenewal.org>

---

Distance Learning Specialist  
Medical Company  
New Jersey

Strong knowledge of instructional design/ distance learning technology (computer or web-based). Knowl of Training Assessment & associated applications. Awareness of adult learning techniques & concepts. 5-7 yrs exp in technical training. BA/BS./MS prefd. Send resume w/cover letter.

Winnertech  
75 W Front St  
Red Bank NJ 07701  
732-758-9500 phone  
732-758-9503 fax  
recruiters@winnertech.com  
<http://www.winnertech.com>

---

Drug Information Specialist  
Fortune 100 Pharmaceutical Company  
Southern California (San Diego)  
Work w/healthcare professional questions, written responses, database searches & updates, mktg teams & other key depts representing their expertise in different forms of drug info. PharmD degree w/drug info bkgrnd. Send resume w/cover letter.

Director of Human Resources  
516-364-9290 phone  
516-364-4478 fax  
shelly@mrcareers.com

---

Editor, Managing Medical Publications  
Medical Publications  
New Jersey (Red Bank)  
Exp med publications editor to mng manuscripts from conception to page proofs. Work w/authors, clients & journals. 2 yrs+ exp w/med journal submissions a must. Send resume, samples & salary reqmts. Send resume w/cover letter.

Director of Human Resources  
Fallon Medica  
Red Bank NJ  
binao@fallonmedica.com  
<http://www.fallonmedica.com>

---

Engineer, Manufacturing  
Mfgr of Massage Products  
Southern California  
Dynamic hands-on engr/project mgr w/strong multi-tasking capability to mng a multitude of products

under various stages of development from initial concept design to finished product delivery. 5 yrs exp. Degree in Mfgr Engr/fluent in Chinese/English. Send resume w/cover letter.

Director of Human Resources  
Interactive Health: Engineer/Project Manager  
3030 Walnut Ave  
Long Beach CA 90807  
hr@interhealth.com  
<http://www.interhealth.com>

---

*Medical  
Industry  
Executive  
Search Firm  
Directory-2003™*

12th  
Annual  
Updated 2003  
Edition

**All-New 2003 Edition  
Now In Stock!**

**Bound/printed version**  
**MS Excel database version**  
**Mail label version**

**--now over 1,000 recruiters!**

Dramatically reduce  
the time it takes to find a new position.  
There's no other resource like it in the world.  
"The only stand-alone list of medical  
recruiters in existence" **You can't find  
all of these recruiters anywhere else.**

**• \$99 bound version • \$149 mail labels**  
**• \$299 Excel database**  
+\$5 Shipping (\$35 non-US shipping)  
+7.75% sales tax CA residents • No CODs  
Shipped 1st Class w/in a few business days

Available **ONLY (not in bookstores)** from:  
**Biomedical Market Newsletter Inc™**  
3237 Idaho Place • Costa Mesa CA USA 92626-2207  
714-434-9500 phone • 714-434-9755 fax  
800-875-8181 toll free phone  
biomednews@aol.com  
<http://www.biomedical-market-news.com>  
<http://www.biomedicalmarketnewsletter.com>

Engineer, Manufacturing  
 Rehab Equipment  
 Southern California (Irvine)  
 Establish cost to build estimates based on engineering prints, perform fixture & tooling designs for machine shop, weld & assembly, develop routers for first article generation. Engineering degree in industrial, mechanical of manufacturing/5 yrs exp in electro-mechanical mfg. Send resume w/cover letter.

HR Assistant  
 Star Trac  
 14410 Myford Rd  
 Irvine CA 92606  
 714-669-1610 fax  
 resumes@startrac.com  
 http://www.startrac.com

---

Engineer, Quality  
 Medical Device Manufacturer  
 Location not specified.  
 Quality engineer to perform software/system validation. Validate software, write test procedures, execute test, analyze data from execution, document & report results. Send resume w/cover letter.  
 CA  
 714-894-2602 fax

---

Engineer, R&D Test  
 Medical Device Company  
 California (Santa Rosa)  
 Manage mechanical test lab. Must have exp w/mechanical fatigue testing, fixture design, CAD & statistical analysis. MSME/BS.ME/3+ yrs exp Send resume w/cover letter.  
 Director of Human Resources  
 TriVascular  
 1235 N Dutton Ave Ste F  
 Santa Rosa CA 95401  
 resumes@recruitingbiz.net  
 http://www.trivascular.com

---

Engineer, Sr Disposables Product  
 Job Order #1190  
 Medical Device  
 Northern California (Bay Area)  
 Perform product development design engineering, design analyses, design & materials selection for high-volume, low cost mfg, engr test/reports. 5+ yrs related tech exp w/specific product design & development of Class II/Class III med device disposables.

BS.ME/MSME prefd/famil w/CAD. Send resume w/cover letter.

Larry A Kuhn  
 Exec Recruiter  
 Kuhn Med-Tech Inc  
 27128-B Paseo Espada Ste 623  
 San Juan Capistrano CA 92675  
 949-496-3500 phone  
 949-496-1716 fax  
 http://www.kuhnmed-tech.com

---

Engineer-Biomedical  
 Imaging  
 Location not specified.  
 Specialization in med image processing, image segmentation/analysis using C & MATLAB. Knowledge of human anatomy & imaging modalities especially ultrasounding imaging. MS in biomed engr. Send resume w/cover letter.

Director of Human Resources  
 New York NY 212-502-1788 fax

---

Executive Director  
 Noprofit Healthcare Providers  
 Pennsylvania  
 Bring together multiple organizations to achieve reforms aimed at improving public's access to healthcare. Strong communication, admin & mktg skills. Knowl of legislative process & strong healthcare bkgnd. Send resume w/cover letter.  
 Director of Human Resources  
 Pennsylvanians for Patient Access  
 PO Box 148  
 Scranton PA 18501-0148  
 margoo@epix.net

---

Executive Director  
 Nonprofit Foundation  
 (Washington DC)  
 Manage Fndn's ongoing grants programs in Biotechnology & Information Technology; implement impediment reduction & harmonization activities; mng Fndn's solicitations & selection of projects; supv staff. Send resume w/cover letter.

Executive Director Search  
 US-Israel Science & Technology Foundation  
 6930 Carroll Ave Ste 810  
 Takoma Park MD 20912  
 search@usistf.org  
 http://www.usistf.org

---

Finance, Manager of  
Biopharmaceutical Company  
New York

Report directly to CFO. Resp for overall planning of company financial aspects & integration of these plans into accounting reports for mgmt reporting; budget prep; quarterly forecasting; mgmt reporting. Send resume w/cover letter.

Director of Human Resources  
Emisphere Technologies Inc  
765 Old Saw Mill River Rd  
Tarrytown NY 10591  
914-593-8166 fax  
jobs@emisphere.com  
<http://www.emisphere.com>

---

Financial, Chief Officer  
Primary Care Medical Practice  
New York (Hudson Valley)  
Dynamic healthcare finance executive for expanding primary care medical practice. Experienced accountant w/thorough understanding of public/private reimbursement issues, analytical, mgmt & communic skills & 5 yrs exp. BA/BS. in acctg/adv deg in bus preferred. Send resume w/cover letter.  
Box T 7944 NYT  
New York NY 10108

---

Fiscal Director, Assistant  
Home  
New York  
Resp for oversight of fiscal dept incl Accts Payable, Accts Receivable, Payroll & accurate financial & reporting info. BA/BS. in acctg reqd. Send resume w/cover letter.

### **NOTICE TO MIEO READERS**

Even though **MIEO** rushes to publish these job announcements, in some instances, some positions may have already been filled by the time you receive your copy in the mail—or, you delay too long in responding.

We make extensive efforts to prevent this from happening, which is another reason why we publish **MIEO** twice a month — not once a month. We apologize if a position is filled quickly, but that is something that is solely within the control of the organization doing the hiring — not **MIEO**.

Director of Human Resources  
St Dominic's Home  
500 Western Hwy  
Blauvelt NY 10918  
845-398-2067 fax  
<http://www.stdominicshome.org>

---

Foundation, Associate VP of  
Hospital Center  
New York  
Resp for annual fund, individual/corporate gifts, events, auxiliary groups, direct mail. Exp raising gifts up to \$10,000+, managing events & developing volunteer fund raising leadership. Send resume w/cover letter.

Director of Human Resources  
Northern Westchester Hospital Center  
400 E Main St  
Mt Kisco NY 10549  
914-666-1764 fax  
nwhchumanresources@nwhc.net  
<http://www.nwhc.net>

---

Foundation, VP of  
Hospital Center  
New York  
Resp for major gifts from current hospital donors & external sources. Exp closing gifts of \$25,000 - \$500,000+, managing campaigns & motivating board members, donors & volunteers. Send resume w/cover letter.

Director of Human Resources  
Northern Westchester Hospital Center  
400 E Main St  
Mt Kisco NY 10549  
914-666-1764 fax  
nwhchumanresources@nwhc.net  
<http://www.nwhc.net>

---

Foundation, VP of  
Hospital  
Southern California  
Resp for overall planning, coordinating & implementing of intensive fund raising programs. BA/BS. in BA/PR/mktg/5+ yrs development exp. Send resume w/cover letter.  
Director of Human Resources  
Presbyterian Intercommunity Hospital  
12401 E Washington Blvd  
Whittier CA 90602

562-945-7100 fax  
recruitment@pih.net

---

General Manager  
Medical Device Sterilization/Food Pasteurization  
Southern California (Tustin)  
Operating plant & processing customer product safely  
& efficiently, oversee quality assurance, processing,  
logistics, maintenance & customer services/office  
admin. BS./3-5 yrs exp. No phone calls please. Send  
resume w/cover letter.

Attn: Thomas Mates

IBA

1401 Morgan Circle

Tustin CA 92780

714-259-8218 fax

tmates@guardionsafe.com

<http://www.guardionsafe.com>

---

Health Economics & Outcomes Research, VP/Sr Dir  
Consulting Firm

West Coast

Must have deep scientific/clinical expertise, solid  
research bkgnd, strategic business devel skills &  
proven people & project mgmt capabilities. 5-7 yrs of  
hlth svcs, outcomes or economics research exp. PhD/  
MD/MPH/PharmD Send resume w/cover letter.

Cheri Buonaguidi/Christy Zajack

Bench International

Los Angeles CA 310-854-9900 phone

cheri@benchinternational.com

<http://www.benchinternational.com>

---

Imaging Services, Administrative Director of  
University Hospital

New York

Expertise to oversee coordination, direction, imple-  
mentation, evaluation & mgmt of newly expanded  
state-of-the-art Radiology Dept, incl radiation therapy  
& School of Radiography. BA/BS. in mgmt/graduate  
from accredited Radiologic Technology program/  
master's prefd/ min 5 yrs exp in mgmt. Send resume  
w/cover letter.

Attn: E Murtha

HR Dept

Winthrop-University Hospital

259 1st St

Mineola NY 11501

516-663-4919 fax

<http://www.winthrop.org>

---

Information Specialist, Medical  
Pharmaceutical Company

Pennsylvania (King of Prussia)

Provide expert medical/technical info pertaining to  
company's hospital products & provide info on dis-  
eases associated w/use of those products. BS. in  
pharmacy/PharmD/1 yr exp in pharm industry or adv  
deg. Send resume w/cover letter.

Joan Przasnyski

Aventis Behring

1020 1st Ave

King of Prussia PA

610-878-4120 phone

610-878-4610 fax

---

Manufacturing Development, VP of  
Job Order #1193

Medical Device

Northern California (Bay Area)

Oversee/direct all mfg development, technical trans-  
fer & mfg activities. Create/ implement vision for  
future direction of mfg devel/mfg. Min 10 yrs exp in  
med device mfg. MS/PhD prefd in engr/exp w/FDA  
& EU regs. Send resume w/cover letter.

Larry A Kuhn

Exec Recruiter

Kuhn Med-Tech Inc

27128-B Paseo Espada Ste 623

San Juan Capistrano CA 92675

949-496-3500 phone

949-496-1716 fax

<http://www.kuhnmed-tech.com>

---

Marketing Copywriter

Biomedical Research Company

Northern California (Santa Clara)

Create clear, strategically focused & benefit-ori-  
ented copy used to communicate brand & product-  
specific messages to customers, prospects &  
influentials. Min 5 yrs exp as in-house copy-  
writer. Must be able to provide scientific writing samples.  
Send resume w/cover letter.

Tim

Brady Group

bradygrp@bellsouth.net

---

Marketing Director

Healthcare Center

Southern California

Dynamic individual w/proven mktg abilities. Excel communication skills & references. Send resume w/ cover letter.

Director of Human Resources  
 Royale Health Care Center  
 1030 W Warner Ave  
 Santa Ana CA 92707  
 714-708-4884 fax

---

Marketing Manager  
 MediCal HMO & EOE  
 Southern California  
 Supervise mktg staff & estab/maintain relationships w/clients & local/state agencies. BS. in mktg/3 yrs MC supervn exp. Send resume w/cover letter.

Director of Human Resources  
 Care 1st Health Plan  
 1000 S Fremont Ave, Bldg A-11 #22  
 Alhambra CA 91803  
 626-281-7442 fax

---

Marketing Manager, Sr Oncology  
 Pharmaceutical Marketing  
 New York  
 Serve as key member of new drug launch team, resp for devel of launch brand plans & implementation of launch plan. 4 yrs exp in pharm mktg; 2 yrs must be in oncology. BS./BA/MBA prefd. Send resume w/ cover letter.

Joanna Hubble  
 Sanofi-Synthelabo Inc  
 1200 17th St Ste 2175  
 Denver CO 80212  
 jhubble@jobplex.com

---

Marketing Project Manager  
 Job Order #E18-3MMA  
 Health Insurance Company  
 Southern California (Woodland Hills)  
 Planning, organizing, coordinating, monitoring & communicating of successful completion of deptal projects. Oversee collateral, direct mail, promo materials & print advertising as well as sales support materials guidelines & directory. BA marketing/mass communications/journalism/ 3-5 yrs exp. Send resume w/cover letter.

Director of Human Resources  
 Blue Shield of California  
 PO Box 7168  
 San Francisco CA 94120-7168

415-229-6222 fax  
 sfrecruiter1@blueshieldca.com  
 http://www.blueshieldca.com

---

Marketing Research Anast  
 Healthcare Company  
 \$75,000-\$85,000  
 Northern California  
 Must know pharmacy automated systems technology. Requires healthcare automation systems IT analyst, able to translate technical specs of systems into language. 5 yrs exp. BA/BS. in mktg/mkt research/ MBA in mktg desired. Send resume w/cover letter.  
 Director of Human Resources  
 marcom2@best.com  
 http://www.best.com

---

Medical Affairs, VP of  
 International Pharmaceutical Company  
 Minnesota  
 Exp pharmaceutical physician responsible for Drug Safety, Medical Info, Phase IV Trials, Intl Reg Subs, Med Support of marketed products. MD/equiv/5 yrs drug devel & med affairs exp. Must be authorized for permanent employment in USA. Send resume w/ cover letter.

Director of Human Resources  
 13911 Ridgedale Dr Ste 250  
 Minnetonka MN 55305  
 952-512-8701 fax  
 hr@orphan.com  
 http://www.orphan.com

---

Operations, Director of  
 Pharmaceutical Company  
 New York  
 Manage/develop staff to meet project needs, ensure adequate resources, establish/ maintain systems & procedures; support business development; develop/maintain QA systems to ensure project quality. BS. or higher/10 yrs exp in HC. Send resume w/cover letter.

Mike Boyle  
 Boyle & Associates  
 jmboylebb@aol.com

---

Operations, VP of  
 Healthcare Products  
 \$6,000/mo.  
 Southern California

Small established privately held medical company seeks proven manager who is a team builder. Exp w/ a publicly traded medical OTC drug or personal care product company. IPO exp prefd. Send resume w/ cover letter.

Box YK191 WSJ  
545 E John Carpenter Fwy #400  
Irving TX 75062

---

Patient Accounts, Assistant Director of  
University Based Group Practice  
New York

5 yrs admin exp in HC field. 3-5 yrs supervisory/  
mgmt exp in patient accts reqd. BA/MBA prefd.  
Send resume w/cover letter.

Director of Human Resources  
Clinical Practice Management Plan  
PO Box 1554  
Stony Brook NY 11790-0988

---

Pharmaceutical Cleaning Validation & Sterilization  
Job Order #03049 DIA

Pharmaceutical Company  
England (Basingstoke)

Provide innovative, fast solutions for cleaning vali-  
dation issues in pharm industry & other HC environ-  
ments. 10 yrs exp in pharm validation as in-house  
technical authority. Send resume w/cover letter.

Susan Botfield

Steris

Melon Ground Hatfield Park, Hatfield Herts  
Basingstoke

AL9 5NB England

011-44 1707 259333 phone

011-44 1707 271366 fax

rsvp@pharmarecruit.com

<http://www.pharmarecruit.com>

---

Practice Management Administrator  
Medical Center

New York (Mid-Huson Valley)

Mgmt of organization incl all admin & clinical depts;  
creating a MC profile of services for physicians &  
educating them on credentialing, coding & produc-  
tivity; ensuring compliance for HIPAA & all reg  
reqmts. MBA Send resume w/cover letter.

Director of Human Resources  
Vassar Brothers Medical Center

45 Reade Place

Poughkeepsie NY 12601

845-483-6079 fax

VBMCHR@health-quest.org

<http://www.health-quest.org>

---

Pricing & Reimbursement Manager (2 openings)

Danish Intl Pharmaceutical Company

France (Paris); Copenhagen

Prepare documentation & provide support to mktg  
affiliates in implementing strategies. Scientific de-  
gree. Like negotiations & have exp in prep of pricing  
dossiers, hlth economic evaluation, mkt research,  
financial modeling, epidemiology. Good English  
skills reqd. A European language a+. Send resume w/  
cover letter.

Madam Asa Kornfeld

Lundbeck

37 Avenue Pierre 1er de Serbie

Paris France 75008

011-33 153 67 4228

aspe@lundbeck.com

<http://www.lundbeck.com>

*Advertise your job openings in*

## **Medical Industry Employment Opportunities™**

Only \$250 for each 100 words, each time you want it to appear

It's easy. Just fax in your announcement with your name, company, address, phone, fax, charge card # & expiration date. It'll be published in the very next issue. What could be quicker, easier & less expensive? MIEO is published by

Biomedical Market Newsletter Inc

(714) 434-9500 phone • (714) 434-9755 fax

[info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)

<http://www.biomedical-market-news.com>

Product Development Lifecycle Director of  
Biopharmaceutical Company  
Southern California (San Diego)

A bkgnd in project lead or mgmt in product develop-  
ment coming out of a pharmaceutical company. Prod  
devel exp must include overseeing all functions &  
activities from pre-clinical to product commercial-  
ization & mktg. BS./bkgnd in proj mgmt in prod  
devel. Send resume w/cover letter.

Mile Bandish

BioPharm Resources Intl  
San Diego CA  
214-438-0000 x176 phone  
mbandish@magicorp.com  
<http://www.mbandish@magicorp.com>

---

Product Info/Medical Info Director  
Pharmaceutical/Biotech Industry  
Location not specified.

5 yrs exp in medical/product info in pharm or biotech  
industry. Exp in preparing standard & non-standard  
med letters, product monographs. PharmD/MBA Send  
resume w/cover letter.

Dr Don Fraser, President  
Career Novations  
830-336-4410 phone  
fraspharm@aol.com

---

Product Manager  
Pharmaceutical Company  
Pennsylvania

Marketing exp in pharm industry to lead launch &  
execution of new service to ensure rapid  
indentification & monitoring of subject safety. Resp  
for oversight of all aspects of mktg, planning &  
coordination w/svc delivery provider. Send resume  
w/cover letter.

Director of Human Resources  
PCRS Inc  
1008 Upper Gulph Rd  
Wayne PA 19087  
610-989-0660 fax  
jtobin@rapidtrials.com  
<http://www.rapidtrials.com>

---

Product Manager  
Catheter Technologies Firm  
Southern California (Orange County)  
Resp for product success from design to eventual  
sales. Plan & implement mkt research activities.

Assist in devel of strategic mktg plan. BS./master's  
prefd/5+ yrs exp as Prod Mgr. Send resume w/cover  
letter.

Director of Human Resources  
Volcano Therapeutics  
26061 Merit Circle  
Laguna Hills CA 92653  
949-582-3365 fax  
hr@volcanotherapeutics.com  
<http://www.volcanotherapeutics.com>

---

Product Manager, Pharmacy  
Healthcare Company  
Northern California  
Resp for daily product mgmt activities in support of  
company's pharmacy product line, including non-  
cabinet medication mgmt solutions. Perform mkt  
customer research; guide product development, driv-  
ing product planning, creating customer reqmt fea-  
ture specs documents. 2-3 yrs /5+ desired of product  
mktg/consulting exp. BA degree. Send resume w/  
cover letter.

Director of Human Resources  
marcom2@best.com

---

Product Manager, Senior  
Job Order #1109

Neurology Therapeutic  
Location not specified.  
Strong Product Manager to launch a neurology thera-  
peutic product. Guide tactical program to drive prod-  
uct adoption & conversion through short/ long term  
planning & lifecycle mgmt. BS./MBA prefd/5-8 yrs  
exp in neuro sales/mktg. Send resume w/cover letter.

Richard Babb  
Wilmington Group  
7040 Wrightsville Ave Ste 201  
Wilmington NC 28403  
910-256-1057 fax  
richardb@wilmingtongroup.com  
<http://www.wilmingtongroup.com>

---

Product Manager, Sr New  
Pharmaceutical Company  
\$150,000 +bonus  
New Jersey Morris County)  
Proven record of ethical drug lifecycle/ strategic  
plans for brands. Develop product plans for early  
stage assets working w/business devel. Some bkgnd  
in pulmonary a+. MBA. Send resume w/cover letter.

Douglas Besen  
Besen Associates  
115 Route 46 W C21  
Mountain Lakes NJ 07046  
besenassoc@aol.com  
<http://www.besen.com>

---

Program Director  
Job Order #1191  
Medical Device  
Northern California (Bay Area)  
Resp for planning, organizing, supv & overseeing work of engineers, designers, technicians, contractors & consultants on this product devel program. Proficiency in program mgmt, following FDA QS reqmts. Exp w/brining prototype med devices into mfg. BS. engr/science Send resume w/cover letter.  
Larry A Kuhn  
Executive Recruiter  
Kuhn Med-Tech Inc  
27128-B Paseo Espada Ste 623  
San Juan Capistrano CA 92675  
949-496-3500 phone  
949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Project Manager  
CRO  
Texas  
Rapidly growing CRO is looking for exper project managers. Looking for team builder who has successful track record of project completion. Send resume w/cover letter.  
Director of Human Resources  
croservices@aol.com

---

Quality Assurance Director, Sr  
Pharmaceutical Development  
Southern California (San Diego)  
Min 15 yrs biotech, pharmaceutical, sterile injection, FDA, QA exp. Manage 2 QA directors. Send resume w/cover letter.  
Director of Human Resources  
Cardinal Health  
9240 Trade Place Ste 100  
San Diego CA 92126  
858-935-0151 fax  
resumes@net70.com

---

Quality Assurance Manager

Job Order #1193  
Medical Device  
Northern California (Bay Area)  
Manage & implement QA programs for GMP activities. Oversee QA activities related to GMP processing, contract mfg & GMP lab. Min 10 yrs exp in QA, pref in drug or biologic GMP environ. BS./MS scientific discipline. Send resume w/cover letter.  
Larry A Kuhn  
Exec Recruiter  
Kuhn Med-Tech Inc  
27128-B Paseo Espada Ste 623  
San Juan Capistrano CA 92675  
949-496-3500 phone  
949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Quality Assurance, Director of  
Pharmaceutical Development  
Southern California (San Diego)  
Min 10 yrs exp in biotech or pharmaceuticals. Manage 2 QA managers. BS. in science Send resume w/cover letter.  
Director of Human Resources  
Cardinal Health  
9240 Trade Place Ste 100  
San Diego CA 92126  
858-935-0151 fax  
resumes@net70.com

---

Regulatory Affairs Director, Worldwide  
Job Order #0200303  
Reproductive Health  
Switzerland (Geneva)  
Support company's current business & future growth by pursuing/maintaining necessary approvals on timely basis, for existing/new products & svcs, in compliance w/intl regs. English mandatory/French & other languages a+. 10 yrs European reg exp, at least 5 in pharm industry. Relevant degree in scientific/regulatory field. Send resume w/cover letter.  
Director of Human Resources  
Serono International SA  
Geneva Switzerland  
<http://www.serono.com>

---

Regulatory Affairs Professionals, Sr  
Job Order #ES/N-OCR/21494  
Non-Coronary Vascular Products  
Northern California (Menlo Park)

Submit resume & complete personal profile.

Director of Human Resources  
 Guidant Endovascular Solutions  
 San Francisco CA  
[http://www.guidant.com/careers/jobs.shtml\(CareerFinder\)](http://www.guidant.com/careers/jobs.shtml(CareerFinder))

---

Regulatory Affairs, Director of  
 Job Order #ES/N-OCR/21491  
 Non-Coronary Vascular Products  
 Southern California (Menlo Pk/Temecula)  
 Submit a resume & complete a personal profile. Will relocate.

Director of Human Resources  
 Guidant Endovascular Solutions  
 San Francisco CA  
[http://www.guidant.com/careers/jobs.shtml\(careerfinder\)](http://www.guidant.com/careers/jobs.shtml(careerfinder))

---

Regulatory Affairs, Manager of  
 Job Order #ES/N-OCR/21581  
 Non-Coronary Vascular Products  
 California (Menlo Pk/Temecula)  
 Submit a resume & complete a personal profile. Will relocate.

Director of Human Resources  
 Guidant Endovascular Solutions  
 San Francisco CA  
[http://www.guidant.com/careers/jobs.shtml\(careerfinder\)](http://www.guidant.com/careers/jobs.shtml(careerfinder))

---

Regulatory Affairs, Product Promo/Advertising  
 Pharmaceutical Company  
 New York  
 Resp for post-approval US reg mgmt of their drug product inventory. Chief Liaison w/FDA & multidisciplinary product business teams to provide reg strategy for devel, presentation & review of advertising & promo materials to facilitate registration/sales of companies' drugs & to maintain them in compliance. MS/PhD/min 5 yrs US industry reg affairs exp. Send resume w/cover letter.

Moira Newbanks  
 Chase Group Executive Search  
 913-631-5874; 913-663-3100 x120 phone  
 913-663-3131 fax  
[moira@chasegroup.com](mailto:moira@chasegroup.com)  
<http://www.chasegroup.com>

---

Regulatory Document Specialist

Job Order #LN-7-95  
 Pharmaceutical Company  
 Southern California (San Diego)  
 3-7 yrs exp in creation/maintenance of controlled documents, especially large numbers of volumes. 1-3 yrs pharmaceutical industry exp. Working knowl of regulatory subs exp. AA degree. Send resume w/cover letter.

Melissa Richardson  
 Landmark Search  
 504-828-3371 phone  
[melissa@landmarksearch.com](mailto:melissa@landmarksearch.com)  
<http://www.landmarksearch.com>

---

Sales  
 Dental Manufacturer  
 Southern California (Irvine)  
 Outgoing sales personality & excel customer service skills. Dental/medical sales exp a+, but not reqd. Send resume w/cover letter.

Director of Human Resources  
 Morita USA  
 CA  
 949-465-1903 fax (resume & salary reqmts)  
[mou@moritausa.com](mailto:mou@moritausa.com)  
<http://www.moritausa.com>

---

Sales  
 Pharmaceutical Company  
 Location not specified.  
 Rep of oncology prod to physicians & managed care. Min 3 yrs sales exp; clinical exp a+. Send resume w/cover letter.  
 Director of Human Resources  
 610-586-1563 fax

---

Sales Account Executive  
 Pharmaceutical Company  
 Europe  
 Drive sales for some of Galt's leading drug safety & electronic submission products/svcs. Qualify & identify list of strategic or enterprise accts w/in different tier mkts or geographic regions w/in UK & Continental Europe. 5+ yrs exp in pharm industry. Send resume w/cover letter.

Director of Human Resources  
 Abbe Steel  
 46040 Center Oak Plaza Ste 100  
 Sterling VA 20166  
 703-433-6106 fax

abbes@galt-assoc.com  
<http://www.galt-assoc.com>

---

Sales Incentive Programs, Manager of  
 Pharmaceutical Company  
 \$70,000-\$80,000 +\$20k bonus  
 New Jersey (Northern)  
 3 yrs exp in pharmaceutical sales. Managerial, leadership & teamwork abilities. Ability to develop, mng & mentor other personnel. BA/BS./4 yrs exp. Send resume w/cover letter.

Bob Bickley  
 Normyle/Erstling Health Search Group  
 201-843-6009; 800-452-7499 phones  
 201-843-2060 fax  
[jobs@medpharmsales.com](mailto:jobs@medpharmsales.com)

---

Sales Manager, West Coast  
 Job Order #1192  
 Medical Device  
 Northern California (Bay Area)  
 Co-develop sales objectives for territory. Increase sales to current customer base. Develop new customers w/in sales territory. Report sales activities within territory. Work closely w/all functional depts of co to meet customers/prospects needs. BA/BS. engr/bus mgmt. Send resume w/cover letter.

Larry A Kuhn  
 Executive Recruiter  
 Kuhn Med-Tech Inc  
 27128-B Paseo Espada Ste 623  
 San Juan Capistrano CA 92675  
 949-496-3500 phone  
 949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Sales Manager, Western Biopharm  
 Mfgr Cell Culture Media/Sera/Bioprocess Container  
 \$100,000-\$120,000 w/\$30-40k+bonus  
 Northern California (San Francisco)  
 Mfgr cell culture media, sera & bioprocess container systems & serves customers worldwide w/sites in US/UK/Belgium/China/New Zealand. Territory includes Calif/Seattle/Denver. 40-50% travel. 10-15 yrs proven sales & mgmt exp in biopharm/med device industry. BS. degree. Send resume w/cover letter.

Mark Cobb  
 Managing Partner  
 Mark Cobb Company Inc.

7114 Casa Loma Ave  
 Dallas TX 75214  
 214-327-2813 fax  
[cobbcoinc@hotmail.com](mailto:cobbcoinc@hotmail.com)

---

Sales Rep  
 Imaging Equipment  
 Southern California  
 Resp for selling imaging equip to hospitals, clinics & private practices. Must have been selling mammography x-ray equip w/documented success for last 5 yrs. BA/BS. Send resume w/cover letter.

Director of Human Resources  
 Fischer Imaging Corp  
 CO  
 303-450-4344 fax  
[jobs@fischerimaging.com](mailto:jobs@fischerimaging.com)  
<http://www.fischerimaging.com>

---

Sales Rep  
 Medical Screening Company  
 Southern California (Pasadena)  
 3-5 yrs exp selling a service, possess strong org skills, have demonstrated territory mgmt skills & an entrepreneurial spirit. Resp for selling our vascular screening svcs, mktg indiv screenings, public spkg engagements & expanding customer base. Send resume w/cover letter.

Attn: Sales-PAS  
 Life Line Screening  
 5400 Transportation Bl  
 Cleveland OH 44125  
 216-581-9611 fax  
[csheeler@llsa.com](mailto:csheeler@llsa.com)  
<http://www.llsa.com>

---

Sales, Biomedical Account Rep  
 Clinical Diagnostics Co  
 Southern California (Redondo Beach)  
 Must have BS. in chemistry or medical technician. 3+ yrs exp. Proficient in Excel & MS Word. Send resume w/cover letter.

Director of Human Resources  
 Quantimetrix Corp  
 Redondo Beach CA  
 800-624-8380 phone  
 800-845-1834 fax (resume/salary history)  
<http://www.quantimetrix.com>

---

Sales, Biomedical International Asst Manager

Clinical Diagnostics Company  
 Southern California (Redondo Beach)  
 BS./BA degree in chemistry/bus admin. 3 yrs exp.  
 Proficient in Excel & MS Word. Send resume w/  
 cover letter.  
 Director of Human Resources  
 Quantimetrix Corp  
 Redondo Beach CA  
 800-624-8380 phone  
 800-845-1834 fax (resume/salary history)  
<http://www.quantimetrix.com>

---

Sales, Medical  
 Medical  
 \$100K/yr+  
 Southern California (Orange County/S LA)  
 No experience necessary. Training starting immedi-  
 ately. Send resume w/cover letter.  
 Director of Human Resources  
 800-375-7596 phone OC & S LA  
 800-330-9652 phone N LA/SGV/SFV

---

Sales, Medical (trainee)  
 HME Supplier  
 Southern California (Los Angeles Area)  
 Assist area mgr in outside sales. Outside sales exp  
 reqd. Must be organized & computer literate. Send  
 resume w/cover letter.  
 Physicians Resource  
 CA  
 310-876-8114 fax

---

Sales, Medical Equipment  
 Medical Equipment  
 Location not specified.  
 3 yrs exp in capital med equip sales, urology &  
 radiology equip; to establish US mkt. Some intl  
 travel reqd. Engr bkgrnd  
 prefd. Send resume w/cover letter.  
 Director of Human Resources  
 516-942-4330 fax

---

Sales, National Manager  
 Respiratory/Patient Aids/Infection Control Product  
 New Jersey  
 Lead our national sales force. Must have proven  
 success record as Nat Sales Mgr familiar w/national  
 & regional purchasing groups. Send resume w/cover  
 letter.  
 Robert Sorbello, VP

Mada Inc  
 626 Washington Ave  
 Carlstadt NJ 07072  
 201-842-6021 fax  
[madarob@madamedical.com](mailto:madarob@madamedical.com)  
<http://www.madamedical.com>

---

Sales, Pharmaceutical  
 Pharmaceutical Company  
 National  
 Call on general practitioners & internists. Ability to  
 establish/maintain strong relationships w/clients will  
 be critical to your business success. Entry-level can-  
 didates must possess a bachelor's degree & 1 yr  
 outside sales exp. Send resume w/cover letter.  
 Director of Human Resources  
 Sanofi-Synthelabo Inc  
 1200 17th St Ste 2175  
 Denver CO 80212  
[jhubble@jobplex.com](mailto:jhubble@jobplex.com)

---

Sales, Surgical/Dental  
 Surgical Dental Field  
 California/Utah/Nevada  
 Min 2 yrs relevant dental or pharmaceutical sales exp  
 to call on periodontists & oral surgeons. Must have  
 proven track record demonstrating exceptional sales  
 skills. Send resume w/cover letter.  
 Director of Human Resources  
 Osteohealth Co  
 631-924-8654 fax  
[pharmahr@aol.com](mailto:pharmahr@aol.com)

---

Scientific or Commercial Licensing, VPs/Dir/Mgrs  
 Intl Biotechnology Business Devel Consulting Group  
 Pennsylvania  
 Demand for our svcs is excel. Our projects are excit-  
 ing & boast high responsibility, as we are taking on  
 bus devel programs of demanding, high-potential  
 biotech companies. We are paid by our clients on  
 project, time & success-fee basis. Send resume w/  
 cover letter.  
 Emily Thorne  
 HR Dept  
 Nelson BioPartnering LLC  
 1055 Westlakes Dr Ste 300  
 Berwyn PA 19312  
 215-765-8666 phone  
[emilythorne@aol.com](mailto:emilythorne@aol.com)  
<http://www.nelbio.net>

---

Scientific, Chief Officer  
Biopharmaceutical Company  
Florida (Ft Lauderdale)  
Oversee product pipeline for cardiovascular, inflammatory, cancer & autoimmune diseases. PhD/MD bkgnd/exp running all 3 phases of a clinical trial & has brought a drug to mkt. Send resume w/cover letter.

Tim  
Brady Group  
bradygrp@bellsouth.net

---

Scientist, Assistant - Manufacturing Development  
Job Order #1197  
Medical Device  
Northern California (Bay Area)  
Contribute to successful completion of product & process development activities by material & device characterization team w/in Mfg Devel group. Expertise in analytical chemistry/ chromatography or research/clin exp in hematology. PhD in chemistry/ biochemistry/microbiology. Send resume w/cover letter.

Larry A Kuhn  
Executive Recruiter  
Kuhn Med-Tech Inc  
27128-B Paseo Espada Ste 623  
San Juan Capistrano CA 92675  
949-496-3500 phone  
949-496-1716 fax  
<http://www.kuhnmed-tech.com>

---

Scientist, Medical Information  
Medical Company  
Pennsylvania  
Database searching, info analysis, medical writing & info technology. Use medical literature knowledge & info technology, together w/industry exp to participate in assigned team activities. BS./master's in science/biomedical science. Send resume w/cover letter.

Michelle Bryson  
Twin Image Recruiting LLC  
877-851-1512 fax  
2image@voicenet.com

---

Technical Service Representative  
Medical Device Distributor  
Southern California (South Orange County)

Medical or lab bkgnd to provide technical service for our US & Canadian customers via telephone. Send resume w/cover letter.

Director of Human Resources  
Hemocue CA  
949-859-2630 phone  
949-859-3080 fax  
kim@hemocue.com  
<http://www.hemocue.com>

---

Training Manager, Regulatory  
Regulatory  
Pennsylvania (Lancaster)  
Resp for devel of corp compliance training matrix, identifying Reg Compliance training needs at all levels on a corp & div level. Work w/outside/internal trainers to develop original training programs & identify existing programs. Min 3 yrs exp. Send resume w/cover letter.

Pamela Dunbar  
VP Sales & Recruiting  
TOPS  
pdunbartops@mpinet.net

---

VP, Assistant (Network Professional Services)  
Medical Center  
New York  
Oversee physician practice mgmt & IDX billing system training & user support. 7 yrs mgmt exp. BA/BS. Send resume w/cover letter.  
Director of Human Resources  
Beth Israel Medical Center  
555 W 57th St 19th Fl  
New York NY 10019  
212-523-5776 fax  
gvalenti@chpnet.org  
<http://www.wehealnewyork.org>

---

Writer, Medical  
Pharmaceutical Company  
\$90,000-\$140,000  
Northern California (San Francisco)  
In-house medical writer to join their scientific communications team. Complete/develop manuscripts prepared from clinical study reports & work closely w/in-house writer-project mgr to deliver high quality manuscripts for journal publication. PhD/2 yrs exp in med writing of manuscripts & pharmaceutical industry exp. Send resume w/cover letter.  
MedFocus Clinical Research Consulting

847-375-9607 fax  
careers4@medfocus.com  
<http://www.medfocus.com>

---

---

Writer, Medical Independent Contract  
Biopharmaceutical  
New Jersey

Require several contract medical writers. Currently searching for a well established company in New Jersey. Study report review. SAE narrative review. Preparing list of studies for NDA. Contribute to devel of key summary docs (ISS, ISE). BA/BS./previous exp w/clinical summary docs/ 5+ yrs exp in med writing. Send resume w/cover letter.

Bob Mehta  
SciStaff Services  
[bobmehta@scistaffonline.com](mailto:bobmehta@scistaffonline.com)

---

---

**Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget  
Don't forget**

**to renew your  
MIEO subscription.  
Avoid a gap in receiving issues.  
You'll be glad you did.**

Biomedical Market Newsletter Inc  
3237 Idaho Place  
Costa Mesa CA 92626-2207  
**800-875-8181 toll free phone**  
714-434-9755 fax  
[info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)  
<http://www.biomedical-market-news.com>

# Buy the job hunter's best friend!

Still the only national stand-alone medical recruiter directory in the world.

—Over 1,000 recruiters at over 850 firms/locations!



You can't find all of these recruiters listed anywhere else. Many new listings. 1,000 changes.

**2003 Edition**—All New 12th Annual — Updated Expanded/Revised

**Directory of Medical Industry**

**Executive Search Firms & Recruiters-2003™**

We identified over 1,000 recruiters nationwide +50 overseas (not just local). Just medical recruiters—not food service, retail or oil/gas recruiters like other directories. These firms conduct searches in some part of the medical manufacturing industry, for all position titles, sectors & regions. Locate current, hidden employment opportunities. Send your resume & cover letter to these recruiters. Alert them to your availability.

### Benefits

- ❖ It's the *best resource anywhere for hard-to-find intelligence on search firms, both retained & contingency.* If you think you know where all of them are, guess again.
- ❖ Can cut months off your job search. Don't be out of work longer than you have to.
- ❖ Internet-ready — Includes e-mail & website #s (when available).
- ❖ Receive calls & letters from headhunters you can't find any other way.
- ❖ Don't spend countless hours of research & typing. We've done that for you!
- ❖ Labels are clean, professional looking, laser printed, peel-off (1,200 dpi) & individually addressed.
- ❖ Satisfied buyers of this Directory refer many friends to us — what better endorsement is there?

### Features

- ❖ Over 1,000 recruiters at over 850 search firms listed NATIONWIDE (many new listings; 1,000+ changes; arranged alphabetically, then by zip code)
- ❖ 200-page bound directory or MS Excel database. Mail labels are available
- ❖ Includes: contact name, position title, company name, address, phone, fax, email & website address
- ❖ Approx. 180 outplacement firms w/name, address, phone (bound version only)
- ❖ Chapter on secret job hunting advice +innovative search strategies (bound only)

**NEWLY UPDATED**  
**International Edition**  
**Special Pre-Payment Price**

**\$99** each +tax/shipping  
**\$149** for mail labels  
**\$299** for MS Excel database

**Shipped 1st Class w/in several business days when charged by phone/fax, e-mail or at website**

Authored by *David G. Anast, MPA*, nationally-recognized columnist, medical industry authority & 28-year publishing veteran.

**Available ONLY from BMN (not at bookstores)**

Biomedical Market Newsletter® (800) 875-8181 phone  
3237 Idaho Place (714) 434-9500 phone  
Costa Mesa CA USA 92626-2207 (714) 434-9755 fax  
<http://www.biomedical-market-news.com>  
[biomednews@aol.com](mailto:biomednews@aol.com) [info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)

## Order Form

Visa/MC/Amex/Discover:

# \_\_\_\_\_

Signature: \_\_\_\_\_ Customer Code: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Expires \_\_\_\_\_

Name (required): \_\_\_\_\_

Position Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail database version to: \_\_\_\_\_

**Payment must be received 1st before products are shipped.**

### Directory of Executive Search Firms

Bound/Printed Version	\$ 99 each	\$ _____
Mail Label Version	\$149 each	_____
MS Excel Database	\$299 each	_____

### PACKAGE DEALS:

**Bound/Printed +Database (save \$23) \$375** \_\_\_\_\_

**Mail Label +Database (save \$23) \$425** \_\_\_\_\_

**Bound/Printed +Database (save \$23) \$375** \_\_\_\_\_

+ \$5 each for s/h 1st Class US Mail or transmit database: \_\_\_\_\_

+ \$35 for non-US shipping/handling via FedEx: \_\_\_\_\_

+ 7.75% Sales Tax for Calif. residents only: \_\_\_\_\_

+ \$35 for *RUSH FED EX* (\$75 for nonUS): \_\_\_\_\_

[BMN-12/02]

TOTAL: \$ \_\_\_\_\_







For the best medical industry business newsletter on earth, subscribe to

# Biomedical Market Newsletter®



**NEW EASY-READ  
FORMAT**

**BMN has a worldwide reputation for premium quality & value. Incredible medical manufacturing industry reporting, market research, FDA coverage + competitive intelligence.** This tremendously valuable business resource supplies critical information and hundreds of hot business leads. **BMN** profiles all of the new FDA 510(k) products approved each month — plus PMAs, ISO 9000s & unapproved US products (IDEs). Now in PDF format.

Includes contact name, address, phone, fax, e-mail & website #s for thousands of medical mfgs worldwide. **BMN** is the only publication in the world to. **ALSO:** exclusive advise columns by leading experts—including FDA officials. Plus, critical business news, analysis & hot news. You can't find all of this anywhere at any price. Now in our **12th** successful year of publishing.



**Now expanded to a massive 80-120 pages per month—twice as many pages as other newsletters at about half the price!** Don't miss this valuable/innovative resource. Don't pay \$1,200 per year for other newsletters. It's the leading business development, market research + FDA/regulatory newsletter on the equipment, device, diagnostic test/assay, instrument + supply mfg industries. The most comprehensive, informative, tightly-packed digest available. 100s of hot business leads monthly. Great coverage you can't find elsewhere: FDA, product approval process, venture capital, investments, financial data, new firms, competitive intelligence, mergers/acquisitions, PMAs, reg/legal affairs, exports.

Our detailed research involves 25,000+ firms. That's why so many leading mfgs & service providers already subscribe. We publish vital info you can't buy elsewhere or find for free. Even FDA officials say they can't believe we find the info we do. It's a crystal ball of the future. Find details on 300-1,500 firms each month. Be amazed how much value +usable info is crammed into each issue. Don't miss our extraordinary analysis, med industry data, FDA coverage and:

- ❖ Import/Export Data, Tips, Research, News
- ❖ Business Deals/Distribution Agreements
- ❖ Product Market Share & Analysis Articles
- ❖ New Products/People/Clients/Firms
- ❖ Columns by industry/FDA/govt. experts
- ❖ Medical Venture Capital/Investor News
- ❖ Market Research Studies
- ❖ New Clients & Deals/Regulatory News

**Discover GREAT Special Issues on hot topics like sterilization, cardiology, lasers, catheters, orthopedics, stents, trocars, etc.**

Published/Edited by Dave Anast, MPA, award-winning 28-yr publishing veteran & columnist for *Medical Design Technology*. Previously, he was Dir. of Publications for *Biomedical Business Intl*; Founding Editor of *Nephrology News & Issues*; & Founding Editor, *Contemporary Dialysis*.

## Biomedical Market Newsletter®

- \$195—3 issues e-mail version
- \$395—6 issues e-mail version
- \$695—12 issues e-mail version (1 yr)
- \$995—12 issues paper version (1 yr)
- \$ 99—Single issue e-mail +\$5 transmittal +7.75% tax CA residents
- \$149—Single issue paper +\$5 shipping/handling +7.75% tax CA residents
- \$295—3 issues paper version
- \$495—6 issues paper version
- \$1,295—24 issues e-mail
- \$1,895—24 issues paper version
- Non-US Subscriptions: +\$95/yr foreign air mail (printed version)

NAME (circle one): (Mr./Mrs./Ms./Dr.) \_\_\_\_\_

POSITION TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_

STREET \_\_\_\_\_

CITY \_\_\_\_\_ State \_\_\_\_\_ Country \_\_\_\_\_ Zip+4 \_\_\_\_\_

PHONE (Required) \_\_\_\_\_ Fax \_\_\_\_\_

E-MAIL VERSION TRANSMIT TO: \_\_\_\_\_ [BMN]

### Subscription Payment Terms:

Pre-Payment is required before any issues are shipped. Purchase Orders: Not accepted. No CODs.

- Charge card
- Check enclosed
- Bill me invoice (add \$50)
- Wire transfers (add \$35)

**FREE Samples  
are  
NOT available**

### Mail subscription & payment to:

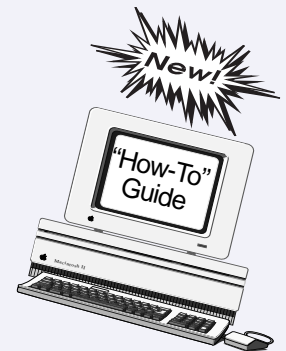
(US funds from US banks only)  
**Biomedical Market Newsletter, Inc.**  
 3237 Idaho Pl • Costa Mesa CA USA 92626-2207  
 (714) 434-9500 phone • (714) 434-9755 fax  
 (800) 875-8181 toll free phone US  
 View info: <http://www.biomedicalmarketnewsletter.com>  
**info@biomedical-market-news.com**  
 Charge: Visa MC Discover Amex  
 # \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Expires \_\_\_\_\_

# Medical Software Validation Guidance Manual, Vol. 3 - 2002™

Published exclusively by:  
**Biomedical Market Newsletter®**

**115 PAGES OF GREAT NEW ADDITIONAL  
CONTENT IN EASY-TO-READ FORMAT!**

**Published March 2002**  
Includes totally new material, much of it never published anywhere else before.



**Medical Software Validation Guidance Manual, Vol. 3 - 2002™** is a special new collection of 9 FDA regulatory guidance documents, articles and resources. These important documents are intended for medical equipment, instrument and device manufacturers that must validate the software that operates their products, or is used in the manufacturing process.

**2002 Edition (Vol. 3)** is highlighted by the "General Principles of Software Validation; Final Guidance for Industry & FDA Staff" (38 pages). Issued on Jan. 11, 2002, it supersedes the draft document, "General Principles of Software Validation, V. 1.1, June 9, 1997. It's truly a great value for the price.

**ALSO INCLUDED:**

- ❖ Electronic Records; Electronic Signatures Validation, 21 CFR Part 11, Draft Guidance, released Aug. 29, 2001 (12 pgs).
- ❖ FDA CDRH Recommendations for EMC/EMI (Electromagnetic Interference) in Healthcare Facilities, Dec. 15, 2001 (3 ps).
- ❖ FDA Process Validation, July 18, 2001 (5 pgs)

**WHY YOU SHOULD BUY IT**

You would never find all of these documents, resources, research and information on your own. All of this content collected together in one place saves you many hours of time and money.

**3 VOLUMES ARE NOW AVAILABLE INDIVIDUALLY:**

- ❖ Approx. 150 page bound/printed version Vol. 1 (\$99 each)
- ❖ Approx. 125 page bound/printed version Vol. 2 (\$99 each)
- ❖ Approx. 115 page bound/printed version Vol. 3 (\$99 each)
- ❖ Printed in special, easy-to-read format; wide spacing, laser-printed type; other improvements for better readability/comprehension

**2000 Edition (Vol. 2)** focuses on preparations, resources and solutions for Y2K software problems, plus off-the-shelf software validation, software-related recalls, computerized systems used in clinical trials, help for small businesses, market research/survey information on Y2K readiness/compliance at medical product manufacturers, pre- and post-Y2K problems/successes and many other important issues.

**1997-99 edition (Vol. 1)** contains new FDA requirements, explanations, guidance and regulations. It's a general overview of software validation principles, and a beginning point for evaluating software validation programs. It also explains how to comply with the important QSR regulation, when software is used to automate production processes or quality systems.

**SPECIAL PRE-PAYMENT OFFER TERMS**

- Pre-Payment:** Required. US funds, US banks only
- Invoicing:** \$25 extra. No CODs.
- Purchase orders:** Not accepted.

**Make checks payable to:**  
Biomedical Market Newsletter, Inc.  
3237 Idaho Place, Costa Mesa CA USA 92626-2207  
(714) 434-9500 phone • (714) 434-9755 fax  
(800) 875-8181 toll free phone [biomednews@aol.com](mailto:biomednews@aol.com)  
<http://www.biomedical-market-news.com>

✂ **FDA Software Validation Manual — Fax Order Form To: 714-434-9755** — Attn: Circulation Dept.

**PRICES:**     \$99 for 1 Bound Version **2002 Edition Vol.3**     \$245 for Vol 1, 2 & 3 (save \$52)  
                    \$99 for 1 Bound Version **2000 Edition Vol.2**     \$ 89 each for 2 or more vol. purchased *at same time*  
                    \$99 for 1 Bound Version **1997-99 Edition Vol.1**  \$ 79 each for 10+ (any vol., *at the same time*)

Shipping: \$5 for each manual (\$15 for all 3 volumes together); nonUS shipping: \$35 each Sales Tax: 7.75% CA residents only  
 No. Copies: \_\_\_\_\_ Cost: \_\_\_\_\_ Shipping: \_\_\_\_\_ Tax: \_\_\_\_\_ Total: \$ \_\_\_\_\_

Visa/Master/Discover/Diners Club/Amex/JCB# \_\_\_\_\_ Expires \_\_\_\_\_  
 Name \_\_\_\_\_  
 Position Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_



# Medical Industry Directory Of Associations & Organizations-2002™

— Lists approx. 2,500 medical associations & business organizations worldwide

— Updated/Expanded June 2002



comprehensive new reference, *Medical Industry Directory of Associations & Organizations-2002™* is now available from Biomedical Market Newsletter, Inc. Approx. 2,500 medical associations and business or economic development organizations worldwide are listed — many of them for the first time anywhere.

**INCLUDES ASSOCIATIONS FROM 100+ KEY INDUSTRY SECTORS:**

It includes basic/brief contact information on medical associations and business development organizations in 110 countries, in over 100 key industry sectors. Everything from biomed and biotech associations to cardiology, less-invasive surgical procedures, managed care, orthopedic, pharmaceutical, radiology and other categories of medical trade associations.

If you are trying to find a needle in a haystack, this great yet simple resource can make your search much easier, whether it is for a major medical association or an obscure new one.

“While this resource is a simple econo-model directory and format, we focused on locating many new and truly obscure — yet valuable — medical associations. You will not have heard of many of them before, let alone know how to contact them without this innovative directory,” explains Dave Anast, Publisher/Editor of BMN Inc. “As a handy and valuable business development tool or resource for research, it is a unique product that can be delivered same business day to buyers.”

**INCLUDES:**

- Listings for approx. 2,500 medical associations and business/economic development organizations worldwide.
- Includes associations in 110 countries.
- Organized alphabetically by country, and alphabetically within each country.
- Approx. 200 pages.
- Published June 2002.
- Each listing includes (when available): organization name, contact person name, position title, address, phone, fax, email, website. It does NOT include descriptions of organizations, number of members or other similar details.

**TEXT ONLY FORMAT:**

For the ultimate in speed and ease-of-use, the Directory is also available as an MS Word file, attached to an e-mail message, in text format only. [Sorry, there is NO Excel or Act database version available.] You can search the file by key word, like any other word processing file, plus change the type style and type size, for maximum readability.

**TOPICS INCLUDE THESE & MANY MORE:**

Biological, Biomed, Biotech, Cardiology, Clinical, Dental, Device, Diagnostics, Dialysis, Drug, E-Health/E-Medical, Equipment, FDA/Regulatory, Genomics, GMP, HMO, Hospitals, Imaging, Implants, Infusion/IV Therapy, Instruments, Lasers, Less-Invasive Surgical (LIS/MIS), Life Sciences, Managed Care, Manufacturing, OEM, Ophthalmology, Orthopedic, Pharmaceutical, Proteomics, Research, Reuse, Reimbursement, Sterilization/Disinfection, Supplies, Tests, Transplantation, Vascular Access, Venture Capital/Investment and much more.

**ASSOCIATION DIRECTORY — Fax Order Form To: 714-434-9755**

**1 printed/bound**

\$299 each (reg. \$399)  
 +\$5 each shipping/handling  
 +7.75% tax California residents only  
 (+\$35 for non-US shipping/handling)

**1 PDF version, delivered via e-mail as a file attachment**

\$299 each (reg. \$399)  
 +\$5 each transmittal fee  
 +7.75% tax California residents only  
 (+\$35 for non-US shipping/handling)

**1 MS Word version, delivered via e-mail as a file attachment**

\$499 each (reg. \$599)  
 +\$5 each transmittal fee  
 +7.75% tax California residents only

**PAYMENT TERMS:**

- Purchase Orders: Not Accepted. No CODs.
- Prepayment: Required.
- Invoicing: Add \$25.
- Can't combine w/other offers/discounts or previous orders.
- US dollars only.
- PARTIAL PAYMENT WILL RESULT IN NONSHIPMENT OF YOUR ORDER
- Please be sure to include complete contact information (contact name, address, phone, fax & e-mail).
- WE WILL NOT fulfill your order without a contact name & complete shipping/transmittal information.



[07/02]

No. of Copies: \_\_\_\_\_  
 Cost: \_\_\_\_\_  
 +Shipping/transmittal: \_\_\_\_\_  
 +7.75% Tax Calif residents only: \_\_\_\_\_  
 Total: \$ \_\_\_\_\_

Discover/Visa/MC/Amex # \_\_\_\_\_ Exp \_\_\_\_\_  
 Signature \_\_\_\_\_  
 Name \_\_\_\_\_  
 Position \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 E-mail \_\_\_\_\_

Biomedical Market Newsletter Inc • 3237 Idaho Place • Costa Mesa CA USA 92626-2207  
 (714) 434-9500 phone • (714) 434-9755 fax • (800) 875-8181 toll free phone  
<http://www.biomedicalmarketnewsletter.com> [info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)

Reach Over 141,000 Individual E-mail #s Worldwide

# Medical Industry E-mail News Service™

## PRESS RELEASE DISTRIBUTION SERVICE

*Capture more sales. Save time & money. Reach more new clients. Total MASSIVE, comprehensive, blanket distribution. There's nothing else like it! Distribution list is updated hourly & daily—you're not paying for undeliverables.*

*Do you still pay \$1,500 or more to the wire services to distribute your press release to a general audience that includes only a sliver of the medical industry?*

**H**ighly effective. Less expensive than direct mail or faxes. Reach key executives in the medical product manufacturing industry. Save time & money.

Use our exciting **E-mail News Service** to send press releases. Announce new products/services, or your exhibit booth at a meeting. Announce special offers, exhibitions, seminars, corporate news, awards, promotions, job openings, etc.

Reach thousands of key execs & industry leaders. Generate an immediate & better quality response than direct mail, cold calls, exhibit booths, blast fax or journal ads.

Now with over 141,000 individual e-mail addresses in 150 countries (& more daily). It's the world's **ONLY** giant, comprehensive, e-mail news service for reaching medical product manufacturers & related service providers (VC/investment community, assns, reporters, etc.).

**FREE hotlinks to your e-mail & website. FREE light edit/polish/proofread.**

**Total blanket saturation distribution!** Reach over 11,500 medical association staff/leadership, 3,000 VC/investment bank/financial community execs, over 17,000 medical reporters/editors/journalists, thousands of med mfg execs (device, drug, equipment, instrument, supply, biotech, biomed, biological, cardiology, orthopedic, laser, e-health, etc.). **Available only from Biomedical Market Newsletter Inc.** Now in our 13th year.

**HOW IT WORKS:** Simply e-mail your press release to us. We transmit it to our own industry-wide list. We handle all the aggravation & address changes. **No hidden fees.**

**PRICE:** \$995 +\$5 transmittal fee +7.75% tax CA residents only. That's all. Less than 1 cent per address per use. Under a penny for 2 or more transmittals purchased at same time (same transaction).

**1/100th the expense of direct mail** (\$0.50-\$3.00 per address, when 1<sup>st</sup> class mail, printing, paper, envelopes, design charges, list rental, setup fees & mailing services are included).

Don't pay \$1,500 for a national wire service announcement shotgunned to nonmedical firms (food, retail, oil firms, etc.). For under \$1,000, rifle-shot your press release to medical industry execs only (key clients). If you need business development help **FAST**, this is the solution.

More effective than fax, direct mail or journal ads! Far less expensive. Email is forwarded many times.



"In my 28 years of publishing experience, I have never invented or used a more effective marketing or promotion vehicle, than our exciting new E-mail News Service. It produces consistently better results."  
—Dave Anast, Publisher/Editor/CEO  
*Biomedical Market Newsletter®*

**Pass-around e-mail forwarding generates a total readership of approx. 300,000-500,000 persons worldwide.**

### **REGULAR CLIENT USERS:**

AAMI, Academy for Hlth Svcs Rsrch/Hlth Policy, Academy For Intl Hlth Studies, Advamed/Hlth Industry Mfgs Assn, Amer Assn Clinical Chemistry, Amer Hlth Consultants, Amer Hospital Assn, Arrowhead Standard, Atlantic Information, Axiom, BIOCOM, Biopure, Calif Venture Forum, Cal State U Fullerton, Canon Commun/MDM convention, Carbon Media, Ctr for Business Intelligence, Clinical Design Group, Davis Wright Tremaine, EBM Solutions, Ehealthcare World (Emarket World), Espoc, Exon-Intron, Food & Drug Law Inst, Frost & Sullivan, Global Business Rsrch, Harvard Univ, HlthCare America, Hlth Care Compliance Assn, Hlth Care Conference Administrators, Hlth Industry Mfgs Assn/Advamed, Henry Stewart Pubs, HLN Publ, IHS Hlth Info, Inst Hlthcare Imprmnt, Interphex West (Interphex CA/Reed Elsevier), I-Web, Jupiter Events, Legacy Interactive, Levin & Hawes, Lightwave Energy Systems, LifeSciences Industry Council, Los Angeles Venture Assn, Mktg Acad, Medicalliance, Medical Mktg Assn, Medical Mktg Svcs, Medical Records Inst, MIT, Mt Sinai Sch of Med, MWC/Allied Hlthcare Group, NewsRx, PharmForum, Pure Pulse Technl, Quad Tech, RMP, Saddle Island, Software Council S Calif, Stanford Univ, Strategic Rsrch Inst, SurgiLight, TEPR, TINTY Bio-Showcase, Tech Coast Venture Network, Trade MD, TÜV, UCLA Anderson Sch Business, UCLA Extensn, UC Irvine Sch Business, UC Irvine Extensn, U of Penn, U of S Cal, US Intl Trade Admin, Vista Intermedia, Wilson Sonsini

### **PAYMENT TERMS**

**Pre-Payment:** Required.  
**Purchase orders:** Not accepted.  
**Invoicing/collection fee:** \$25 extra. No CODs.

**Make checks payable to:**  
**Biomedical Market Newsletter Inc**  
3237 Idaho Place

Costa Mesa CA USA 92626-2207  
714-434-9500 phone • 714-434-9755 fax

800-875-8181 toll free phone

info@biomedical-market-news.com

http://www.biomedical-market-news.com



### **Medical Industry E-mail News Service — Fax Order Form To: 714-434-9755**

\$995 1 use  \$1,890 2 uses  \$2,685 3 uses  \$3,580 4 uses  \$4,475 5 uses  \$8,850 10 uses

No. of Uses:      Cost:      +\$5 each transmittal fee +7.75% tax CA residents only Total: \$     

Signature: \_\_\_\_\_

Discover/Visa/MC/Amex # \_\_\_\_\_ Expires \_\_\_\_\_

Name \_\_\_\_\_

Position Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ [BMN 1/03]

# Biomedical Market Newsletter®

**NEWSLETTERS  
COMPANY DIRECTORIES  
E-MAIL NEWS SERVICE™  
FDA REGULATORY MANUALS  
MAIL LISTS & DATABASES**  
3237 Idaho Pl • Costa Mesa CA USA 92626-2207  
**(800) 875-8181 toll free phone**  
**(714) 434-9500 phone**  
**(714) 434-9755 fax**  
<http://www.biomedical-market-news.com>  
<http://www.biomedicalmarketnewsletter.com>  
[info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)

**Are you stumped? Can't find the information you need? Look no further!**  
Order from our great lineup of: Directories, Databases, FDA Manuals, Newsletters & Market Research Studies

## DIRECTORIES & MANUALS

	Bound	Version	Label	Version	Database	Version	AMOUNT
Directory of Medical Industry Executive Search Firms-2003	\$ 99		\$149		\$299		
Directory of Medical Industry RegAffairs/QA/QC Professionals-2000	\$249		\$599		\$699		
FDA: Appeals & Complaints-2000 (March 2000)	\$149						
FDA: Deciding When To Submit 510(k)-1999(Feb 1999)	\$149						
FDA: Design Control Guidance for Medical Mfgs (Mar 1999)	\$ 99						
FDA: Electronic Records, Submissions & Signatures-1999 (8/99)	\$149						
FDA: European vs. U.S. FDA Product Review System (Mar1996)	\$ 69						
FDA: Export of Medical Devices-1999 (March 1999)	\$ 99						
FDA: Food, Drug & Cosmetic Act-2000 (Feb. 2000)	\$199						
FDA: Medical Device FDA Review Times (June 1997)	\$ 69						
FDA: Medical Device Reporting Requirements (Dec 1995)	\$ 69						
FDA: Medical Software Validation Guidance Manual-1998, Vol 1	\$ 99						
FDA: Medical Software Validation Guidance Manual-2000, Vol 2	\$ 99						
FDA: Medical Software Validation Guidance Manual-2002, Vol 3	\$ 99						
FDA: Quality Systems Regulation Manual-1997 vol 1	\$299						
FDA: Quality Systems Regulation Manual-1999, 4th qtr update vol2	\$149						
FDA: Working Draft Final Rule of cGMPs (July 1995)	\$ 69						
HMO Company Directory-2002 [National Managed Care Leadership Dir]	\$199				\$699		
Managing Sales Leads (320 pages)	\$ 99						
Medical Industry Association Directory-2002 (200 pgs)	\$299		\$299 PDF		\$499 MS Word		
Medical Industry Directory of Engineers-2001; 100 pgs	\$149		\$149 PDF		\$399		
Medical Industry Directory of Cardiology Companies-2002; 75 pgs	\$199		\$149 PDF		\$499 MS Word		
Medical Industry Directory of Orthopedic Companies-2001; 150 pgs	\$149		\$199		\$299		
Medical Industry Directory of SCal Companies-2000; 500pgs(Aug00)	\$249		\$499		\$699		
Medical Industry Directory of NCAl Companies-2000; 250pgs(Aug00)	\$149		\$299		\$399		
Medical Industry Directory of CA Companies-2000; 565 pgs(Aug00)	\$349		\$599		\$899		
Medical Industry Directory of E US Companies-2000; 300 pgs(Aug00)	\$399				\$699		
Medical Industry Directory of W US Companies-2000; 900 pgs(Aug00)	\$599				\$999		
Medical Industry Directory of US Companies-2000; 900 pgs(Aug00)	\$699				\$1,499		
Medical Industry E-mail News Service; approx. 130,000 e-mail #s					\$995		
Medical Industry E-mail News Service; REPORTERS/PRESS ONLY					\$495		
Venture Capital, Investment Bank & Financial Resource Directory-2000(350pgs)	\$199		\$499		\$699		

All 15

**FDA**

**Manuals:**

Special Offer

Price: \$1,695

(reg. \$1,865)

(bound only)

[no other

discounts

apply + tax

+ \$60 s/h

+\$385 nonUS/s/h

## NEWSLETTERS

	Individual Issues	1/4 Yr	1/2Yr	Annual	AMOUNT
Biomedical Market Newsletter (paper version; monthly; 60-120pgs)	\$149	\$295	\$495	\$995	
Biomedical Market Newsletter (email PDF version; monthly)	\$ 99	\$195	\$395	\$695	
Medical Industry Conference Calendar Newsletter	\$ 49	\$ 75	\$125	\$199	
Medical Industry Employment Opportunities (e-mail PDF; 22-30 pgs)	\$24.95	\$ 69	\$129	\$249	\$499; 2 yrs

## STUDIES

	Bound	Electronic	AMOUNT
Medical Manufacturing Industry Outlook Study-1999 (150 pgs 11/99)	\$399		
Sterilizing Equipment, Reuse, Infection Control Study-1999(500 pgs)	\$999		
World Medical Products Market, 1996-97 (Aug. 1996; 211 pgs)	\$499		\$699

Excel Database Version:  IBM  Mac Charge Card # \_\_\_\_\_ exp: \_\_\_\_\_  
 Visa/MC/AmEx/Discover Signature \_\_\_\_\_

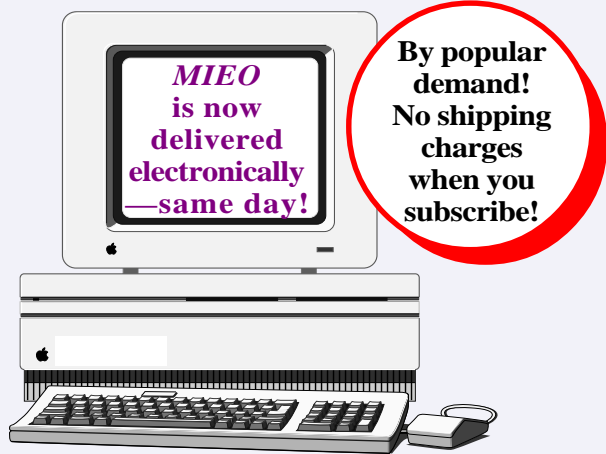
**Publisher's Policies:** All products have a money back guarantee against defect only. Payment must be received 1st, before products are shipped. Prices are subject to change w/out notice. Please allow approx. 1-2 weeks for delivery; for subscriptions, 4-8 wks. Charging your purchase by phone/fax speeds delivery. Checks: US funds drawn on US banks only. Purchase orders: Not accepted. No CODs. These are pre-payment prices only. Bill me invoices: \$25 extra; \$50 extra for subscriptions. All products require \$5 s/h per item (\$35 non-U.S.).

Ship order to: Name: \_\_\_\_\_  
 Position Title: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Country: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

+7.75% Sales Tax Calif. residents only: \_\_\_\_\_  
 (subscriptions are not taxed but single issues are)  
 +\$ 5 shipping/transmittal per item: \_\_\_\_\_  
 +\$35 for Foreign shipping per item: \_\_\_\_\_  
 +\$35 for FedEx Same Day Rush Per Item: \_\_\_\_\_  
 +\$75 for FedEx to non-US addresses: \_\_\_\_\_  
 +\$25 for Bill Me Invoice (\$50 for sub): \_\_\_\_\_  
**TOTAL: \$** \_\_\_\_\_

[BMN-01/17/03]





# Trying to find the hidden job market?

Find a great new position at a medical product manufacturing company, with *MIEO*.

## Medical Industry Employment Opportunities™

### New Automated E-Commerce Website Ordering System For *MIEO*

A convenient, quick/easy automated, encrypted e-commerce transaction system is now available for ordering individual issues or subscriptions to *Medical Industry Employment Opportunities™*: <http://www.biomedicalmarketnewsletter.com>

*MIEO* features a different, fresh batch of the best 100-250 new job openings nationwide, 2 times a month.

*MIEO* lists totally different job listings each time. They are not repeated. Jobs in almost all key medical mfg industry sectors + service providers.

Medical marketing, sales, business development, research, regulatory, QA/QC, engineer, technical, business mgmt & executive positions at medical manufacturing firms are plentiful in *MIEO*. All types. All levels, to VP/Director & President/CEO.

This is **the one** newsletter every job hunter must have. Each issue profiles a new group of openings nationwide for jobs at every level.

*MIEO* includes immediate openings at firms like Advanced Sterilization, Amgen, Allergan, Baxter, J&J, Medtronic, Merck, Pfizer, Siemens, Steris & more.

People ask if we know of any job openings for which they're qualified. Because of our renowned industry-wide contacts, we do know of many. All are included 1 time only in *MIEO*.

***MIEO* is for everyone** — from entry level to Pres/CFO/COO. It only lists jobs—no dumb articles—just great leads. It profiles 2,000+ legitimate positions/yr, many of which you wouldn't otherwise know about. **Debuted May 1995.**

You can subscribe for just 3 months (6 issues) for only \$69.  
Or, for 1 yr (24 issues) it's only \$249—that's a great deal.  
Other newsletters charge \$700-\$1,200 per yr—and deliver less.

**\* E-MAIL DELIVERY ONLY (PDF FORMAT)\***

#### PAYMENT TERMS

**Pre-Payment:** Required.  
**Purchase orders:** Not accepted.  
**Invoicing/collection fee:** \$25 extra. No CODs.

Published/Edited by David G. Anast, MPA, founder of Biomedical Market Newsletter, Inc. The award-winning 28-yr publishing veteran was previously Dir. of Publications for *Biomedical Business International*; Founding Co-Publisher/Editor of *Nephrology News & Issues*; & Founding Editor, *Contemporary Dialysis*.

Charge your order by phone/fax today. The 1st issue usually transmits same business day

**MIEO Fax Order Form To:** 714-434-9755

Attn: Circulation Dept.

No. Issues:  1 Sample Issue (\$19.95 + \$5s/h + 7.75% CA tax)  1 Latest Issue (\$24.95 + \$5s/h + tax)  
 6 issues \$69 (reg. \$99)  12 issues \$129 (reg. \$175)  24 issues \$249 (reg. \$396)  48 issues \$499 (reg. \$792)

Signature \_\_\_\_\_

Discover/Visa/MC/Amex# \_\_\_\_\_

Name \_\_\_\_\_

Position Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail electronic version to: \_\_\_\_\_

[MIEO-12/02]

2003 Directory of Medical Industry Executive Search Firms & Recruiters — \$99 + \$5 s/h + 7.75% tax CA residents only

**Prepayment required**



For fastest service, **800-875-8181 phone**

714-434-9755 fax  
**info@biomedical-market-news.com**

Mail checks made payable to (US funds from US banks):  
Biomedical Market Newsletter Inc  
3237 Idaho Place  
Costa Mesa CA 92626-2207  
**http://www.biomedical-market-news.com**

# Biomedical Market Newsletter®

**ANALYSIS  
BUSINESS  
COMPETITIVE INTELLIGENCE  
FDA/REGULATORY AFFAIRS  
MARKET RESEARCH  
NEWS & INVESTIGATIVE REPORTING**

3237 Idaho Pl • Costa Mesa CA USA 92626-2207  
(800) 875-8181 toll free phone  
(714) 434-9500 phone  
(714) 434-9755 fax  
<http://www.biomedicalmarketnewsletter.com>  
[info@biomedical-market-news.com](mailto:info@biomedical-market-news.com)

## Individual BMN Back Issues Are Now Available

**Price:** \$ 99 each for e-mail delivered version (PDF format; requires Adobe Acrobat to open)  
+ \$5 transmittal fee +7.75% tax CA residents only  
**Price:** \$149 each for paper/printed version  
+ \$5 shipping/handling (\$35 s/h foreign) +7.75% tax CA residents only

**By popular  
demand**

### Fax this order form w/charge card info to: (714) 434-9755 Attn: Circulation Dept

- Jan/Feb 2003 — Drug R&D Discovery Market Research Special Report Part 5 (27 pgs); HIPAA Final Standards (8 pgs); FDA & HHS Budgets
- Dec 31 2002 — 2003 Medical Industry Association Directory, Part 2 (47 pgs); History of the FDA (26 pages)
- Dec 27 2002 — 2003 Medical Industry Association Directory, Part 1 (87 pgs); Medical Device User Fee Performance Goals Detailed
- Dec 23 2002 — 2003 Medical Industry Outlook (35 pgs); 5% of Doctors Are Responsible for Half of All Malpractice
- Nov 26 2002 — Medical Marketing & Advertising Studies (53 pgs); Medical Device user Fees (3 pgs); 1st Amendment & FDA
- Nov 20 2002 — Medical Industry Conference Calendar Directory (75 pgs); 1st Speech By New FDA Commissioner (4 pgs)
- Oct 31 2002 — Drug R&D Discovery Market Research Special Report Part 4 (42 pgs); Medical Device User Fees (14 pgs)
- Sept 30 2002 — Drug R&D Discovery Market Research Special Report Part 3 (10 pgs); Used Medical Equipment Report (42 pgs)
- Aug 31 2002 — Drug R&D Discovery Market Research Special Report Part 2 (38 pgs); Clinical Trial Websites; Export Certificates
- July 31 2002 — Drug R&D Discovery Market Research Special Report Part 1 (52 pgs; 39 articles); FDA Review/Approval Times
- May 31 2002 — FDA Annual Report: User Fee Controversy Returns; FDA doesn't Know Where 16% Of Firms Are
- April 17 2002 — Top 500 Cardiology Companies; 76 pgs (Directory of Cardiology Mfgs & Supplies; 500+ firms, 600+ contacts)
- Jan/Feb 2002 — Stem Cell Research Report, 45 pgs; Annual New Product Guide (2,400 New Products Profiled, 37 pgs); GAO Investigations, 13 pgs
- Dec 31 2001 — 2002 Annual Medical Association & Organization Directory (93 pgs; lists over 2,200 associations in 110 countries)
- Dec 21 2001 — 2002 Annual Medical Industry Conference Calendar Directory (70 pgs; briefly profiles approx. 1,200 events for 2002)
- Nov 30 2001 — Swiss Medical Product Mfg Industry (Special Report, 52 pgs; w/directory, 400+ contacts, 300+ firms; 28 photos)
- Oct 26 2001 — Bioterrorism; Globalization of Clinical Trials; Reimportation of Pharmaceuticals & Counterfeit Products; Device Labeling Reg
- Sept 18 2001 — Medical Industry Response to Sept 11 Attacks; Lists of Associations & Info Resources
- July/Aug 2001 — 2001 Guide To Biotech (Special Report, 37 pgs); Latest Health & Medical Statistics; Stem Cell Research Controversy
- June 30 2001 — BIO Conference Exhibitors Profiled w/Biotech Market Research Studies (Special Report, 85 pgs)
- May 31 2001 — Annual New Product Report; 1,800 New Products Briefly Profiled (Special Report, 67 pgs); BioNow Report
- Apr 30 2001 — US Endoscopy Market (Special Report, 22 pgs); New FDA 510k Policies/Proposals (16 pgs); Facility Inspection Study
- Mar 31 2001 — Medical Device Regulatory & Mktg Requirements Worldwide (Special Report, 60 pgs); Cancer Vaccines
- Feb 28 2001 — Medical Industry Directory of Websites (Special Report, 58 pgs); Coronary Heart Disease
- Jan 31 2001 — Medical Industry Directory of Associations (Special Report, 84 pgs); FDA Attacks Bad Marketing
- Dec 31 2000 — Organ & Tissue Procurement Scandal (Special Report, 50 pgs); Health/Medica Services Industry Part 5
- Nov 30 2000 — Medical Industry Directory of Engineers (Special Report; 27 pgs); Revision Postmarketing Regs
- Oct 31 2000 — FDA Medical Device Reporting Requirements, Record Keeping, Tracking (Special Report; 29 pgs.)
- Sept 30 2000 — Top 200 Catheter Mfgs Special Issue (Part 2; 101 pgs); FDA Office of Technology Report (34 pgs)
- Aug 31 2000 — Sterilization & Reuse Special Issue (Part 9; 61 pgs); Inspector General Fraud & Abuse (32 pgs)
- July 31 2000 — E-Health/E-Medical Part 4 (Directory of Companies (50 pgs); FDA Recalls/Regulatory Actions (31 pgs)
- June 30 2000 — E-Health/E-Medical Part 3 (8 Market Research Studies (33 pgs); Saudi Arabia Trade Mission; 100 pgs)
- May 31 2000 — E-Health/E-Medical Part 2 (Directory of Firms; 36 pgs); US Industry Trade & Outlook Study; 104 pgs)
- Apr 30 2000 — E-Health/E-Medical Part 1 (27 pgs); FDA Regulatory Actions in 2000 (49 pgs); 104 pgs)
- Mar 31 2000 — Top 500 Orthopedic Product Mfgs; Medical Errors Part 2, Conclusion; Foreign Trade; 104 pgs)
- Feb 29 2000 — Shootings at CA mfg; Sterilization/Reuse (Part 8); Medical errors research study; 96 pgs)
- Jan 31 2000 — Hospital Seismic-Safety; Sterilization/Reuse (Part 7); 1,200 new products profiled; 100 pgs)
- Dec 31 1999 — Sterilization/Reuse (Part 6); 1,320 medical website addresses; 88 pgs)
- Nov 30 1999 — Sterilization Mfgs, Reuse, Used Medical Equipment (Part 5); 104 pgs)
- Oct/Nov 1999 — Y2K Special Issue; Top 50 Shunt Manufacturers
- Sept 30 1999 — Top 100 Catheter Mfgs Profiled (Part 2); FDA Quality Systems Inspection
- Aug 31 1999 — Top 75 Stent Mfgs Profiled; FDA Annual Report; Stent Warning Letters
- July 31 1999 — Top 90 Trocar Mfgs Profiled (Less Invasive Surgical Instruments)
- June 30 1999 — Annual New Product Review; 1,500 Mfgs, 3,100 New Products
- May 31 1999 — HCFA Coverage/Reimbursement; Medical Services; HMO Outlook
- Apr 30 1999 — Top 50 Catheter Mfgs Profiled; New Export Regulations
- Mar 31 1999 — Top 150 Sterilizer Equipment Mfgs; Reuse Special Issue
- Feb 28 1999 — Top 300 Orthopedic Equipment Mfgs Profiled; Orthopedic Research
- Jan 31 1999 — Top 200 Laser Equipment Mfgs Profiled; FDA Regulatory Agenda
- Dec 31 1998 — Annual People News Section (Over 500 Execs w/Phone/Fax/Email)
- Nov 30 1998 — Annual 1999 Outlook Special Issue; Mergers/Acquisitions Review
- Oct 31 1998 — FDA's Premarket Evaluation Program; Unapproved/New Uses Info
- Sept 30 1998 — Future Trends In Medical Device Technology; Stents Regulation
- Aug 31 1998 — Sterilization & Reuse Special Issue; Reused Equipment In Mexico
- July 31 1998 — How To Resolve Disputes With The FDA; Brazil Market Research
- June 30 1998 — Exporting Special Issue; EU/CE Mark/ISO 9000; Vietnam Market
- May 31 1998 — Sterilization Special Issue; Problems Investigated; Mexico Lasers
- Apr 30 1998 — Abtox Sterilization Incident; 150 Sterilizers Recalled; Reuse
- Mar 31 1998 — FDA Annual Report; Mexico Laser Market; Warning Letters
- Feb 28 1998 — Promoting Your New Product Can Be Treacherous; Outlook Part II
- Jan 31 1998 — Annual 1998 Outlook Special Issue; Devices Exempt Requirements

- 1/2 yr (6 issues)  
**BMN** subscription  
(pdf version) \$395
- 1/2 yr (6 issues)  
**BMN** subscription  
(paper version) \$495
- 1 yr (12 issues)  
**BMN** subscription  
(pdf version) \$695
- 1 yr (12 issues)  
**BMN** subscription  
(paper version) \$995

**Pre-Payment:** Required. No C.O.D.s. **Invoicing:** \$25 extra. **Purchase orders:** Not accepted.

**No. Copies:** \_\_\_\_\_ **Cost:** \_\_\_\_\_ **+\$5 shipping/transmittal each:** \_\_\_\_\_ **+7.75% Tax CA only:** \_\_\_\_\_ **Total: \$** \_\_\_\_\_

E-mail version  Paper version (+\$35 each paper version s/h nonUS)

Discover/Visa/MC/Amex # \_\_\_\_\_ Expires \_\_\_\_\_

Name \_\_\_\_\_

Position Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_ Country \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail; transmit to: \_\_\_\_\_ [BMN-03/03]