

Printers/labels/wristbands for positive patient identification

Company contact information	Product(s) for positive patient ID	Year company entered market	Printers reseller? Brand name of printers marketed under reseller agreement	Labels reseller? Brand name of labels marketed under reseller agreement	Wristband reseller? Brand name of wristbands marketed under reseller agreement	Percentage of customer base in U.S. Outside U.S.	Distinguishing characteristics of printers, labels, wristbands
AMT Datasouth Corp. Kim Stovall, kstovall@amtdatasouth.com 803 Camarillo Springs Rd., Suite D Camarillo, CA 93012 800-215-9192 www.amtdatasouth.com	printers and labels	1990	no/sell AMT Datasouth printers —	yes —	—	100% 0	printers: intelligent programming language that makes them compatible with every HIS platform
Brady Corp. Nicole Nelson, nicole_nelson@bradycorp.com 6555 W. Good Hope Rd. Milwaukee, WI 53223 414-358-6744 www.bradyid.com/lab	printers and labels	1998	no/sell Brady printers —	no/sell Brady labels —	—	60% 40%	printers: easy to use; small footprint; optimized for laboratory applications labels: offer a variety of materials that meet the specific environment from already frozen vials to slides and tissue cassettes; resist harsh environments, such as solvents, chemicals, dyes, temperatures from autoclave to LN2
DataRay Brent Scales, brents@datarayusa.com Hugh Hightower, hughh@datarayusa.com 1141 S.E. Grand Blvd., Suite 107 Oklahoma City, OK 73110 800-477-5317 www.datarayusa.com	printers, labels, and wristbands	1986	yes/sell DataRay and other companies' printers OKI, Zebra Technologies	yes/sell DataRay and other companies' labels Compulabel, PDC, Sato America, Zebra Technologies, others	yes/sell DataRay and other companies' wristbands PDC, Zebra Technologies	—	distinguishing characteristics not provided
Endur ID Robert Chadwick, info@endurid.com 8 Merrill Industrial Drive Hampton, NH 03842 603-758-1488 www.endurid.com	printers and wristbands	2006 for printers 2003 for wristbands	yes Samsung, Hewlett-Packard	—	no/sell Endur ID wristbands —	99% 1%	wristbands: adhesive closure; durable; direct printed; no laminate required
LaserBand Jason Boland, jason.boland@laserband.com 120 S. Central Ave., Suite 450 St. Louis, MO 63105 314-726-7491 www.laserband.com	labels and wristbands	1997	—	no/sell LaserBand labels —	no/sell LaserBand wristbands —	80% 20%	labels: adhesive-free zones to prevent printer jams wristbands: patented, self-laminating feature protects crucial patient information
Lattice Pat Heniff, pat.heniff@lattice.com 1751 S. Naperville Rd. Wheaton, IL 60189 630-949-3250 www.lattice.com	printers and labels	1996	yes Zebra Technologies	yes —	—	100% 0	printers: size; durability labels: quality of performance under laboratory conditions
Sato America Jamie Stallings, jamie.stallings@satoamerica.com 10350 Nations Ford Rd. Charlotte, NC 28273 704-644-1650 www.satoamerica.com/healthcare	printers, labels, and wristbands	1979 for printers 1961 for labels 2000 for wristbands	no/sell Sato America printers —	no/sell Sato America labels —	no/sell Sato America wristbands —	75% 25%	printers: durable; small footprint; versatile labels: made to customer requirements wristbands: durability; fastener provides alert notification
Siemens Healthcare Theresa McGillvray-Dodd theresa.mcgillvray-dodd@siemens.com 18724 66th Ave. N.E. Kenmore, WA 98028 425-487-0179 www.medical.siemens.com	printers and labels	2007	yes Zebra Technologies	yes BD, Zebra Technologies	—	100% 0	labels: V-notched for correct label alignment on the tube
Typenex Medical Scott Leece, sleece@typenex.com 303 E. Wacker Drive, Suite 1200 Chicago, IL 60601 866-897-3639/312-938-3000 www.typenex.com	wristbands	1980	—	—	no/sell Typenex Medical wristbands —	90% 10%	wristbands: unique BBID numbers in GS1-128 bar-coded and human-readable formats as well as stickers containing these BBID numbers in various quantities for labeling forms and blood components as needed; band durability ranging from 72 hours to over 14 days to address inpatient and outpatient use; ability to apply patient information to the band and protect it in various ways; ability to resize, relocate, or reapply a blood band; others
Zebra Technologies Juliet McDaniel, jmcDaniel@zebra.com 333 Corporate Woods Parkway Vernon Hills, IL 60061 847-634-6700 www.zebra.com/healthcare	printers, labels, and wristbands	1995 for printers and labels 2000 for wristbands	no/sell Zebra printers —	no/sell Zebra labels —	no/sell Zebra wristbands —	75% 25%	printers: created specifically for the health care market; small footprint; easy to use; pop-in cartridges of wristbands labels: resist common hospital chemicals and solvents and extreme temperatures; available in a wide range of stock sizes and custom sizes to fit most pharmacy, lab, and bedside labeling applications wristbands: ultrasoft for patient comfort; antimicrobial coating; resistant to common hospital solvents, including Purell