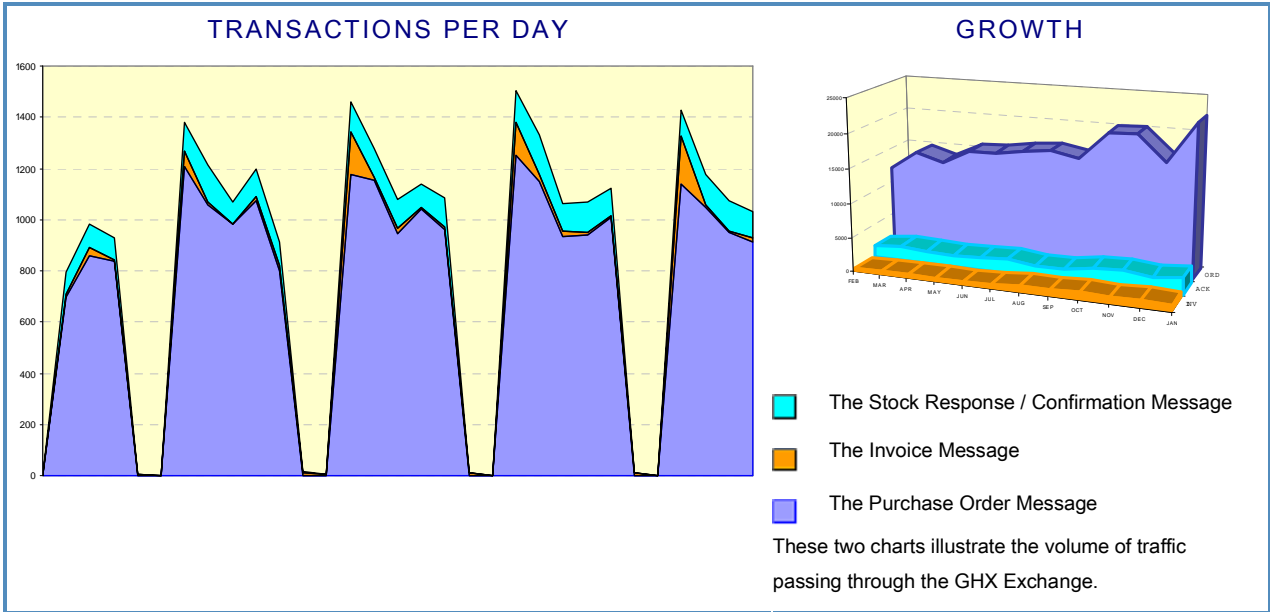


## NEWSLETTER - JANUARY 2008



## NEWS

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### ACTIVE SELLING ORGANISATIONS

See the notes at the end of this document, for an explanation of what the values represent.

ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
10087 - Johnson & Johnson Medical Ltd	33	1593	1		eLink
10521 - Covidien (UK) Commercial Ltd	29	920	20	1798	eLink
10509 - Bard Ltd	29	504	27		eLink
10511 - Boston Scientific Ltd	26	785	256	389	eLink
10262 - B. Braun Medical Ltd	24	377		32	eLink
10513 - DePuy International Ltd	21	757			eLink
10224 - Vygon UK Ltd	21	321			eLink
10518 - Medtronic Ltd	20	373			eMail
10259 - Stryker UK Ltd	19	490		20	eLink
10127 - Henleys Medical Supplies Ltd	18	150			eMail
10678 - Zimmer Ltd	17	378			eMail
10695 - Intersurgical Ltd	17	186			eMail
10742 - Cook UK Ltd	15	268			eMail
10691 - Cory Brothers	15	102			eMail
10090 - Southern Syringe Services Ltd	14	5190			eLink
10984 - Synthes Stratec Medical Ltd	14	361			eMail
10057 - Baxter Healthcare Ltd	14	239			eLink
10701 - Rocialle Medical Ltd	14	165			eMail
10510 - Becton Dickinson UK Ltd	14	107			eMail
10705 - Terumo UK	14	87			eMail
10507 - Arizant UK	14	83			eMail
10229 - Rocket Medical Plc	14	54			eMail
10708 - Alexandra Plc	13	239			eMail
10633 - Molnlycke Health Care Ltd	13	186		120	eLink
10121 - Abbott Laboratories Ltd	13	122			eMail
10651 - Altomed Ltd	13	45			eMail
10091 - Vernon-Carus Ltd	12	114			eMail
10716 - Astra Tech Ltd	12	61			eMail
10791 - Mana-Tech Ltd	12	56			eMail
10692 - Daniels Healthcare	12	28			eMail
10913 - Promedics Ltd	11	90			eMail
10781 - Intavent Orthofix Ltd	11	71			eMail
10793 - Medi UK Ltd	11	46			eMail
10517 - Kimal Plc	11	42		3	eLink
10596 - Biomet UK Ltd	10	173			eMail
10272 - Edwards Lifesciences Ltd	10	111		52	eLink
10789 - Linvatec UK Ltd	10	77			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
10315 - BSN Medical Ltd	10	74			eMail
10792 - Medgraphics	10	26			eMail
10286 - Summit Medical Ltd	10	23			eMail
10696 - Unomedical	9	97			eMail
10779 - Hospital Metalcraft Ltd	9	87			eMail
10911 - Proact Medical	9	44			eMail
10305 - Physio Med Services	9	36			eMail
10754 - Eurosurgeical Ltd	9	18			eMail
10739 - Clinipak Ltd	9	17			eMail
10415 - Trulife	8	261			eMail
10412 - Squadron Medical	8	72			eMail
10756 - Forth Medical Ltd	8	62			eMail
10713 - Arthrocare UK Ltd	8	52			eMail
10410 - Oxoid Ltd	8	51			eMail
10467 - Sunrise Medical Ltd	8	48			eMail
10402 - Gambro Hospal	8	44			eMail
10719 - B M Browne UK Ltd	8	43			eMail
10748 - Desoutter Medical Ltd	8	37			eMail
10774 - Gyrus International Ltd	8	32			eMail
10473 - Fisher Scientific UK	8	30			eMail
10697 - Medasil (Surgical) Ltd	8	25			eMail
10538 - Smith and Nephew Orthopaedics	7	113			eMail
11646 - Smith & Nephew Endoscopy	7	58			eMail
10784 - Karl Storz Endoscopy (UK) Ltd	7	44			eMail
11687 - Ossur UK	7	38			eMail
10727 - Biomerieux UK Ltd	7	34			eMail
10189 - Bausch and Lomb (UK) Surgical	7	33			eMail
10755 - Flexicare Medical	7	30			eMail
11078 - Coloplast Ltd	7	27			eMail
10700 - Robinson Healthcare	7	22			eMail
10408 - John Weiss	7	17			eMail
10777 - Hollister Ltd	7	9			eMail
10746 - Datex-Ohmeda	6	61			eMail
10082 - Fresenius Kabi Ltd	6	56			eLink
11146 - VWR International Ltd	6	54			eMail
10303 - RL Dolby & Co Ltd	6	44			eMail
11943 - Keymed Ltd	6	31			eMail
10988 - Therapy Equipment Ltd	6	26			eMail
10260 - Alaris Medical UK Ltd	6	24			eMail
11142 - Teleflex Medical	6	23			eMail
10744 - Dako Ltd	6	23			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
10623 - Midco Print & Packaging Ltd	6	19			eMail
10717 - Athrodax Ltd	6	14			eMail
10398 - Codan Ltd	6	13			eMail
10723 - BDF Ltd	6	10			eMail
10401 - E-Z-EM (UK) Ltd	6	7			eMail
11721 - Medisavers	5	63			eMail
11676 - Philips Medical Systems UK Ltd	5	62			eMail
11722 - Arthrex Ltd	5	58			eMail
11659 - KCI Medical Ltd	5	53			eMail
10083 - Alcon Laboratories (UK) Ltd	5	51			eMail
10309 - Baxa Ltd	5	42			eMail
11608 - St Jude Medical UK Ltd	5	40			eMail
11662 - Draeger Ltd	5	38			eMail
10238 - Roche Diagnostics	5	32			eMail
10771 - Grahame Gardner Ltd	5	30			eMail
10914 - Radiometer Ltd	5	28			eMail
10702 - Rusch UK Ltd	5	27			eMail
11809 - Fisher & Paykel Healthcare Ltd	5	24			eMail
10710 - DLS Medical	5	23			eMail
10989 - Timesco of London (Partnership)	5	22			eMail
10088 - Banner Business Supplies Ltd	5	17			eMail
11812 - UK Medical Ltd	5	14			eMail
10795 - Mediplus Ltd	5	14			eMail
10745 - Datascope Medical Ltd	5	13			eMail
10485 - Pall Medical	5	11			eMail
10531 - Guest Medical	5	9			eMail
11003 - Western Laboratory Services	5	9			eMail
10698 - Nikomed Ltd	5	8			eMail
10966 - Schuco International London	5	5			eMail
10997 - Vernacare Ltd	4	84			eMail
10175 - Allergan Ltd	4	51			eMail
11606 - Arjo Ltd	4	34			eMail
11157 - 3M Healthcare	4	29			eMail
11708 - Kapitex Healthcare Ltd	4	26			eMail
11723 - Days Healthcare	4	24			eMail
10405 - Health Edge Solutions Ltd	4	23			eMail
10474 - Optident Ltd	4	19			eMail
10704 - Swann Morton Ltd	4	17			eMail
10867 - Nisbets	4	17			eMail
10699 - Paul Hartman Ltd	4	17			eMail
10480 - Beckman Coulter United Kingdom Ltd	4	16			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
10960 - South Western Surgical	4	15			eMail
11724 - Response Medical Equipment Ltd	4	15			eMail
10979 - Sterilox Technologies International Ltd	4	14			eMail
11665 - Sorin Group UK Ltd	4	14			eMail
10122 - Convatec Ltd	4	13			eMail
10956 - Arrow International UK Ltd	4	12			eMail
11187 - P3 Medical Ltd	4	11			eMail
10604 - Rayner Intraocular Lenses Ltd	4	11			eMail
10871 - Acumed Ltd	4	11			eMail
10970 - Seward-Thackray	4	10			eMail
10693 - Eschmann Holdings Ltd	4	7			eMail
10239 - Office Depot (Uk) Ltd	3	686			eLink
11536 - Cardinal Health UK 223 Ltd	3	78			eLink
11080 - Boyd Cooper Ltd	3	73			eMail
10760 - Frontier Multigate Ltd	3	43			eMail
10553 - Minerva Dental Ltd	3	37			eMail
10180 - Canonbury Products Ltd	3	33			eMail
11803 - Ambu Ltd	3	24			eMail
11569 - Joint Replacement Instrumentation Ltd	3	24			eMail
10902 - Nimans Ltd	3	24			eMail
10965 - Sarstetd Ltd	3	19			eMail
10976 - Spectrum Ophthalmics	3	18			eMail
11496 - Oxylitre Ltd	3	17			eMail
10724 - Fresenius Medical Care	3	17			eMail
11714 - Vascutec Ltd	3	15			eMail
12107 - Viasys Healthcare Ltd	3	15			eMail
11545 - Merit Medical UK Ltd	3	14			eMail
10709 - AMO UK Ltd	3	13			eMail
11819 - Huntleigh Healthcare	3	12			eMail
11686 - Mercian Surgical Supply Co Ltd	3	12			eMail
10483 - The Tristel Company Ltd	3	12			eMail
10399 - Armstrong Medical Ltd	3	11			eMail
10996 - Vacsax Ltd	3	11			eMail
11941 - Carl Zeiss Ltd	3	9			eMail
10526 - Helapet Ltd	3	7			eMail
10775 - HPC Healthline Ltd	3	7			eMail
11584 - Ecolab Ltd (Swindon)	3	7			eMail
11236 - GE Medical Systems Information Technology	3	7			eMail
10794 - Medical Wire & Equip Co Ltd	3	6			eMail
10624 - Lidco Ltd	3	6			eMail
11825 - Tissue Science Laboratories Plc	3	5			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
11822 - Casmed International Ltd	3	5			eMail
10677 - Imotek International Ltd	3	5			eMail
10085 - Nutricia Ltd	3	4			eMail
11000 - Vitalograph Ltd	3	3			eMail
11026 - NHS Supply Chain (Bridgwater)	2	629	534		eLink
10961 - UK Laser	2	389			eMail
11912 - Newhall Janitorial Ltd	2	83			eMail
10512 - Claudius Ash	2	47			eMail
11004 - Westfield Medical Ltd	2	35			eMail
11701 - Greiner Bio-One Ltd	2	33			eMail
11717 - Bunzl Catering Supplies	2	32			eMail
10977 - Stamps Direct Ltd	2	28			eMail
11692 - Smiths Medical International Ltd	2	24			eMail
10529 - Nestle Clinical Nutrition	2	22			eMail
10703 - Shermond Ltd	2	17			eMail
11704 - Cardinal Health UK 306 Ltd	2	14			eMail
11718 - Wright Medical UK Ltd	2	14			eMail
10796 - Meltemi Company Clothing	2	14			eMail
11083 - Medicina Ltd	2	14			eMail
11797 - Corin Ltd	2	14			eMail
11755 - B & D Electromedical	2	13			eMail
11813 - Orthodynamics	2	11			eMail
10086 - Bausch & Lomb	2	11			eMail
11705 - Independent Catering Supplies	2	11			eMail
11805 - MDM Medical Ltd	2	10			eMail
10594 - Hospira	2	9			eMail
11092 - Screwfix Direct Ltd	2	9			eMail
11756 - GN Resound Ltd	2	9			eMail
11800 - Northstar Orthopaedics Ltd	2	9			eMail
11911 - Barloworld Scientific Ltd	2	8			eMail
11762 - Mobilis Physiotherapy Ltd	2	8			eMail
10690 - B M Polyco Ltd	2	8			eMail
10743 - Cuxson Gerrard & Co Ltd	2	8			eMail
11811 - Pyramed Ltd	2	8			eMail
11715 - Owen Mumford Ltd	2	7			eMail
10753 - Euro Office Equipment	2	7			eMail
10995 - Uroplasty Ltd	2	7			eMail
10089 - UDG	2	6			eMail
11905 - Chartrite Ltd	2	6			eMail
11893 - Inspiration	2	6			eMail
11807 - Pulsion Medical UK Ltd	2	5			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
11747 - Mantis Surgical Ltd	2	5			eMail
11612 - Resmed (UK) Ltd	2	5			eMail
10947 - Quantum Diagnostics Ltd	2	4			eMail
10261 - Eden Medical	2	4			eMail
11799 - Haemonetics	2	4			eMail
11478 - Quality Enabling Devices Ltd	2	4			eMail
10285 - Shield Medicare Ltd	2	4			eMail
10715 - Associated Hospital Supplies	2	3			eMail
10649 - Bio-Stat Diagnostic Systems	2	3			eMail
10982 - Surgipath Europe Ltd	2	3			eMail
10381 - CliniMed Ltd	2	3			eMail
10798 - Mobilis Podiatry Ltd	2	3			eMail
11750 - Marshall Products Ltd	2	3			eMail
10916 - RB Medical T/A RB Medical Eng	2	2			eMail
10981 - Surgicraft Ltd	2	2			eMail
11002 - Wescott Medical	2	2			eMail
10598 - Distinctive Medical Products	2	2			eMail
11821 - Quadrant Medical Ltd	2	2			eMail
11178 - WR Bishop	1	175			eMail
10255 - Fast-Aid Products Ltd	1	113			eMail
11081 - Moreton Hall Press Ltd	1	97			eMail
11613 - Alexandra Plc (Scotland)	1	89			eMail
11709 - Invacare (UK) Ltd	1	80			eMail
11072 - John Sheppard Butchers	1	72			eMail
11673 - Allens Printers and Stationers Ltd	1	72			eMail
11610 - Creed Catering Supplies Ltd	1	41			eMail
11237 - Bridgend Office Furniture	1	40			eMail
11711 - NH Case Ltd	1	27			eMail
11688 - DBC Foodservice	1	22			eMail
11611 - Homecraft Rolyan Ltd	1	21			eMail
11079 - Computing Needs Ltd	1	20			eMail
11703 - Key Catering Plc	1	18			eMail
11015 - Lyreco UK Ltd	1	16			eMail
11719 - Business Dictation Ltd	1	15			eMail
11720 - Orange PCS Ltd	1	15			eMail
11801 - Ortho Solutions Ltd	1	14			eMail
10973 - Sigma Aldrich Co Ltd	1	14			eMail
11804 - Ash Medical Ltd	1	13			eMail
11530 - Full Support Healthcare Ltd	1	12			eMail
10062 - Smith & Nephew Healthcare - Wound Management	1	12			eMail
11672 - Gerald Simonds Healthcare Ltd	1	11			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
11806 - C7 Medical Ltd	1	10			eMail
10747 - Deb Ltd	1	9			eMail
12393 - Ellis Eggs	1	8			eMail
10279 - Meddis a Division of Pro-Care Ltd	1	7			eMail
11391 - Arco Wessex (East Anglia)	1	7			eMail
11634 - GE Healthcare	1	7			eMail
10481 - Medex Ltd	1	7			eMail
11093 - LH Evans	1	6			eMail
11675 - Microvention UK Ltd	1	6			eMail
10523 - Vitatron UK Ltd	1	5			eMail
11689 - Highway & Industrial Equipment Ltd	1	5			eMail
10066 - Phoenix Healthcare Distribution Ltd	1	5		5	eMail
11667 - Safewear	1	5			eMail
11505 - Technoclone Ltd	1	5			eMail
11754 - Kavo Dental Ltd	1	4			eMail
11609 - Bristol Scale Service Company	1	4			eMail
10622 - Celfix Labels	1	4			eMail
10728 - BMS Critical Care Ltd.	1	4			eMail
11973 - Impy Wipes Ltd	1	4			eMail
11932 - Browning Jones & Morris Ltd	1	3			eMail
11933 - Cardiff Lock & Safe Co Ltd	1	3			eMail
12382 - Steris Ltd	1	3			eMail
11760 - Siemens Hearing Instruments Ltd	1	3			eMail
10990 - Tomlinson Book Service	1	3			eMail
10799 - Monosol AF Ltd	1	3			eMail
10920 - Remploy Healthcare	1	3			eMail
11666 - Davis Schottlander & Davis Ltd	1	3			eMail
11745 - Bayer PLC	1	2			eMail
11685 - Chas Blatchford & Sons	1	2			eMail
11503 - Medical Access Ltd	1	2			eMail
11570 - Colin Robinson Printers Ltd	1	2			eMail
10787 - Kestrel Ophthalmic Ltd	1	2			eMail
11130 - Millipore	1	2			eMail
10634 - Mckinley Medical (UK) Ltd	1	2			eMail
10751 - Dudley Berrys Solutions	1	2			eMail
11775 - BOC Ltd	1	2			eMail
11548 - Siemens Medical Solutions Diagnostics Europe Ltd	1	2			eMail
10712 - Arco Wessex (Ossett)	1	2			eMail
11808 - Cryolife Europa Ltd	1	2			eMail
11798 - Dideco Spa	1	2			eMail
10077 - SHS International Ltd	1	2			eMail

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
12302 - Biotronik UK Ltd	1	2			eMail
11930 - Talbot-Owen Tools & Fasteners Ltd	1	2			eMail
11833 - A-T Instruments Ltd	1	2			eMail
10516 - Guidant Ltd	1	2			eLink
10566 - Godfrey Syrett Ltd	1	2			eMail
12391 - Cambio Ltd	1	1			eMail
10080 - Bracco UK Ltd	1	1			eMail
11931 - Plumbase Ltd	1	1			eMail
11934 - Total Filtration Ltd	1	1			eMail
11901 - Temed	1	1			eMail
10733 - Camcare Gels	1	1			eMail
11510 - AT Computers	1	1			eMail
11226 - Stericom Ltd	1	1			eMail
10752 - EMS Medical Group Ltd	1	1			eMail
10969 - Sentinel Laboratories Ltd	1	1			eMail
10994 - Univar Ltd	1	1			eMail
10621 - Industrial Supplies (Peterborough) Ltd	1	1			eMail
10396 - Advanced Medical Optics	1	1			eMail
10276 - Guerbet Laboratories Ltd	1	1			eMail
10241 - Global Healthcare Exchange Ltd	1	1			eMail
10188 - Merck Pharmaceuticals	1	1			eMail
10198 - Oticon Ltd	1	1			eMail
11048 - Astron Corporate Solutions	1	1			eMail
10974 - Simpac	1	1			eMail
10912 - Profile Respiratory System Ltd	1	1			eMail
11796 - American Medical Systems Ltd	1	1			eMail
10318 - Cherwell Laboratories Ltd	1	1			eMail
10958 - Corporate Express	1	1			eMail
10759 - 365 Healthcare	1	1			eMail

## NEWSLETTER - JANUARY 2008

### ACTIVE BUYING ORGANISATIONS

See the notes at the end of this document, for an explanation of what the values represent.

ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
Cardiff and Vale NHS Trust (1)	177	3827	791	399	Oracle
North Bristol NHS Trust (3)	101	776		21	EROS
The Ipswich Hospital NHS Trust (2)	93	821		48	EROS
Leeds Teaching Hospitals NHS Trust (2)	91	1467	47	239	Oracle
Gwent Healthcare NHS Trust (1)	86	1184		81	Oracle
Fife Healthcare Supplies	80	1527		109	PowerGate
United Bristol Healthcare NHS Trust (2)	79	355		1	EROS
Welsh Health Supplies	74	515		65	Oracle
Blackpool, Fylde and Wyre Hospitals NHS Foundation Trust (1)	72	481		57	PowerGate
The Queen Elizabeth Hospital King's Lynn NHS Trust (1)	70	402		26	PowerGate
Cumbria NHS Procurement Services	65	326		51	PowerGate
Cromwell Hospital (1)	61	169		30	PowerGate
Weston Area Health NHS Trust (1)	55	193		5	EROS
Bro Morgannwg NHS Trust (1)	43	704		1	Oracle
Norfolk & Norwich University Hospital NHS Trust (2)	35	474		57	PowerGate
Worthing and Southlands Hospitals NHS Trust (1)	33	122		8	PowerGate
Royal Bournemouth & Christchurch Hosp NHS Found Trust (1)	30	608		28	PowerGate
Frimley Park Hospital NHS Foundation Trust (1)	25	282		16	EROS
Sherwood Forest Hospitals NHS Trust (1)	22	95		6	PowerGate
Nottingham University Hospitals NHS Trust (3)	19	335		76	PowerGate
Nottingham University Hospitals NHS Trust (1)	17	231		54	PowerGate
HCA International Ltd	11	1620		97	Meditech
Barts and The London NHS Trust (1)	11	320		18	Oracle/Ukp
South Devon Healthcare NHS Trust (1)	9	94		46	EROS
Bristol PCT (1)	9	32			EROS
Oxford Radcliffe Hospitals NHS Trust (2)	7	274		149	Oracle
NHS Supply Chain (Normanton)	6	1836		115	
North Tees and Hartlepool NHS Trust (1)	6	102		111	EROS
Chelsea & Westminster Healthcare NHS Trust (2)	6	85		7	Zanzibar
AAH Hospital Service (Coventry)	5	400		41	
South Tees Hospitals NHS Trust (1)	5	233		138	EROS
County Durham & Darlington NHS Foundation Trust (1)	5	165		135	EROS
Royal Surrey County Hospital NHS Trust (2)	5	81		62	SBS Oracle
South Hams and West Devon PCT	5	12			EROS
North Somerset PCT	4	5			EROS
County Durham and Tees Valley SHA PCT's	3	10		5	EROS
UniChem Ltd.	2	62			

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ORGANISATIONS	T/R	ORD	INV	CNF	TYPE
Southern Syringe Services Ltd	2	53		94	
Highland NHS Board	2	49			PECOS
Ashford and St Peter's Hospitals NHS Trust (2)	2	13			PowerGate
South Gloucestershire PCT	2	5			EROS
North Glasgow University Hospitals	1	761			PowerGate
Mayday Healthcare NHS Trust (1)	1	357			PowerGate
Surrey and Borders Partnership NHS Trust (1)	1	299			PowerGate
Lothian NHS (5)	1	276			PowerGate
Dudley Group Of Hospitals NHS Trust (3)	1	117			PowerGate
Squadron Medical	1	89			
Plymouth Hospitals NHS Trust (3)	1	10			SBS Oracle
Healthcare 21	1	8		16	
Tayside NHS (1)	1	5			PECOS
Torbay PCT	1	2		4	EROS
Hartlepool PCT	1	1			EROS
North Tees PCT	1	1		2	EROS

## **GLOSSARY**

**T/R** This column represents the total number of active Trading Relationships for the current month.

**ORD** This column represents the total number of Purchase Orders for the current month.

**INV** This column represents the total number of Invoices for the current month.

**CNF** This column represents the total number of Order Confirmation messages for the current month.

## **TYPE**

For Selling Organisations this column shows the method used to deliver the electronic documents.

- eLink - The document is sent to the recipients system in an agreed Business to Business (B2B) format e.g. XML.
- eMail - The document is e-mailed to the recipient in a readable format (PDF).
- GXS - The document is forwarded via the EDI value added network: GXS Tradanet, in an agreed EDI format e.g. TRADACOMS.

For Buying Organisations this column shows the Purchasing/Finance System being used.