

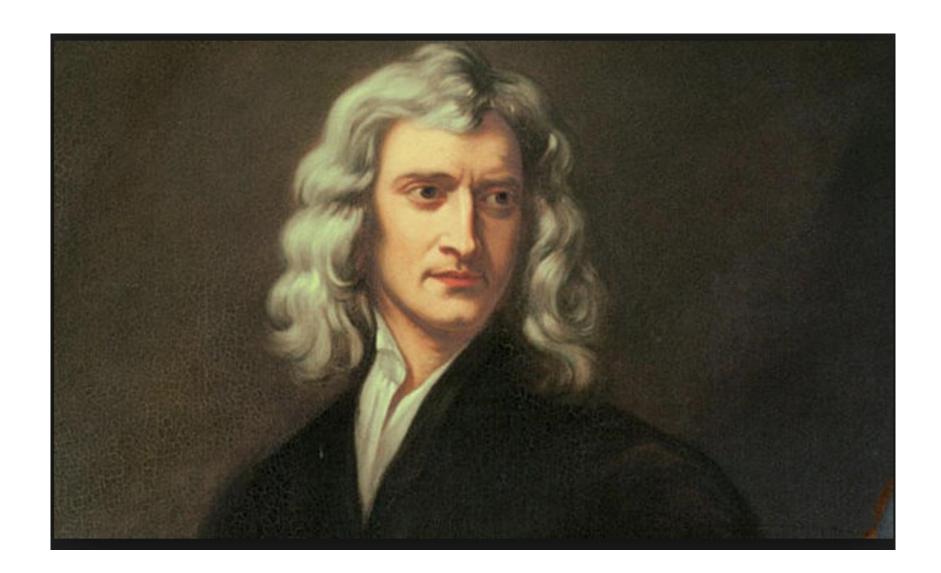


How to get the most out of pre-owned equipment, whether you are buying or selling



By: Philip F. Jacobus, President

Healthcare Supply Chain and Procurement Conference: Session 1: New Frontiers in Supply Chain Management Orange County Convention Center, Orlando, FL July 18, 2018, 1:00 PM



Newton's Law

On July 5th 1687, English Physicist and mathematician, Sir Isaac Newton, first published his Mathematical Principles of Natural Philosophy, describing his now famous three laws of motion. Newton's first law of motion is related to a physical property of all matter known as *Inertia*.





Jacobus in China 1977







English









First human undergoes 3D color X-ray scan with CERN technology Shows more details of body's chemical composition

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First radiology center opens in Zimbabwe capital to help curb shortage

Currently 115 radiologists in country of 14 million people

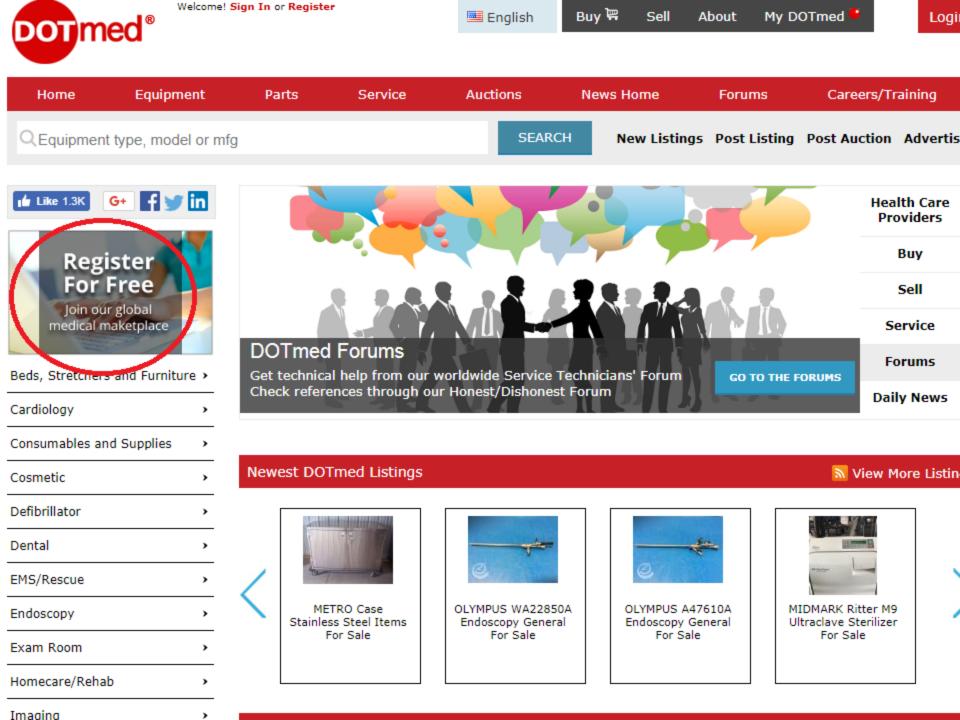




Fewer ICDs are failing to comply with CMS NCD standards, says study Follows DOJ investigation into overuse of non-NCDcompliant ICDs

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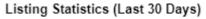
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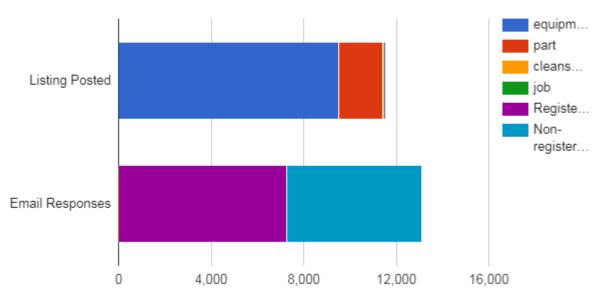
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DOTmed Statistics

Founded in 1999
Over 275,000 Registered Users
Over 800,000 For Sale Listings
Over 1,000 New Registered Users Monthly
Over 11,500 New Listings posted over past 30 days
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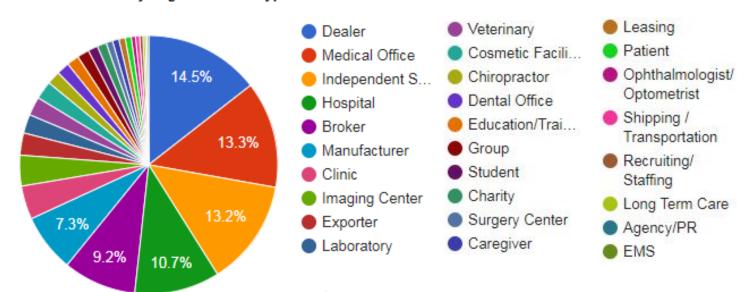






DOTmed users represent a diverse mix of company types. Approximately 50% of our registered users (and a greater percentage of our non-registered visitors), are end users.

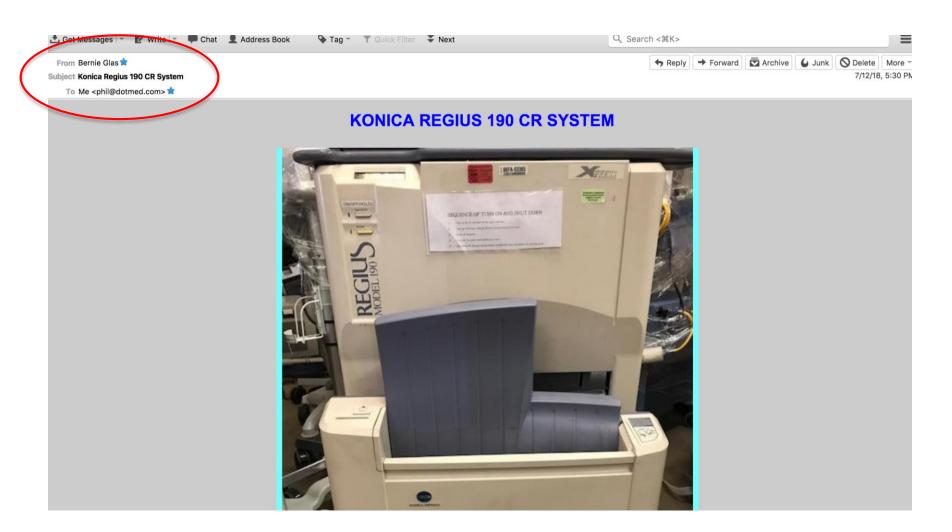
DOTmed Users by Organizational Type







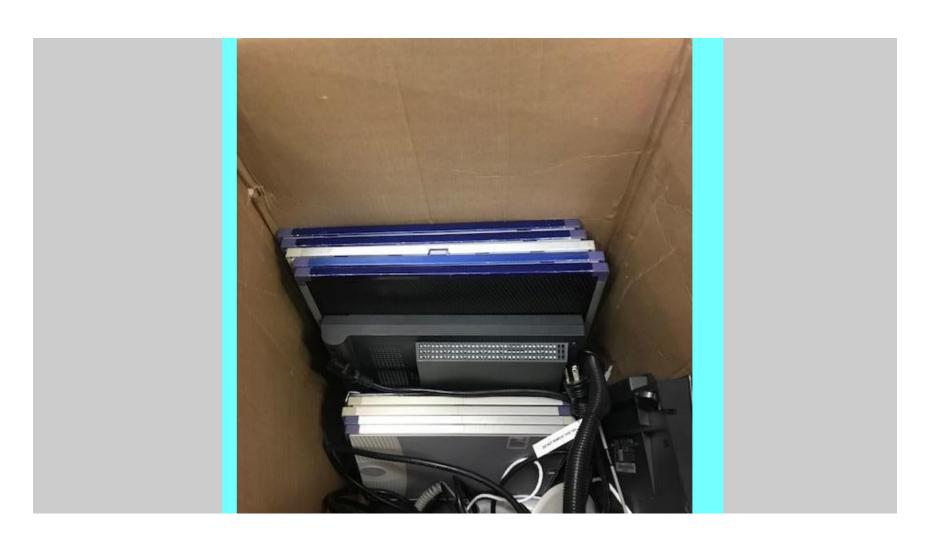
An e-mail from Bernie Glas







Bernie's email continued...







Bernie's email continued...

2006 Konica Regius 190 Complete CR (Computer Radiography) System. Consisting of Multi Size Reader, Reviewing Station with Computer, LCD Monitor, Keyboard, Mouse, Bar Code Reader and all cables, Also consisting of (4) 24 x 30 Cassettes with IP Plates and 35 x 43 Cassettes with IP Plates.

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Adam Medical Sales, 333 W Merrick Road Unit B, Valley Stream NY, NY 11580

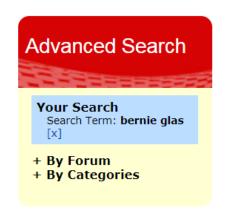








Current Location: Virtual Trade Show > Forums > Search



New Search: Enter New Search... SEARCH



Bernie Glas, Adam Medical Carlos Lopez

May 23, 2018 03:52

Bernie Glas is a pioneer in our business and a person I have known for 30 years Since early in 2017 I have waited patiently for a promised refund of ...

COMMENT



OVER 15,000
GRADUATES IN
RADIOLOGY, CT, PACS,
ULTRASOUND, AND MORE



Bernie Glas Adam Medical/Owes many People \$Brian Schumer

May 31, 2018 09:37

I have known Bernie since starting in the industry 18 years ago he took time to help me and explain Imaging when no one else would I had a deal 7 week...

COMMENT







English

Buy 🖫

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New Search: Enter New Search... SEARCH



Bernie Glas Michael Glynn

June 05, 2018 04:40

DO NOT do business with Bernie Glas of Adam Medical He is a crook He has promised me a number of times that he would pay me the remaining Balance of ...

COMMENT





June 22, 2017 08:29

In 2013 Bernie Glas sent me email about selling me tubes and used CT scanners Because we had some business before I trusted him and sent him 11700000 ...



Adam Medical owes me money! **Abe Steiner**

October 27, 2017 01:24

I have an open invoice from April 4th 2015 for 300 We have called and e-mailed Bernie Glas and he either says he will get it to us soon or he doesnt ...







Sell



Current Location: Virtual Trade Show > Forums > Honest & Dishonest Dealings > Bernie Glas From Adam Medical Sales Look Here

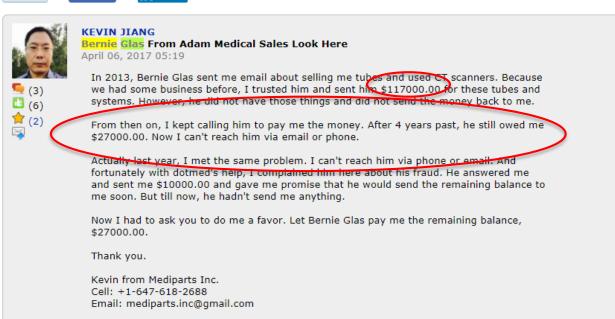
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English

Current Location: Virtual Trade Show > Forums > Honest & Dishonest Dealings > Bernie Glas, Adam Medical



Bernie Glas, Adam Medical









(96) (12)

(11)

Carlos Lopez Bernie Glas, Adam Medical

May 23, 2018 03:52

Bernie Glas is a pioneer in our business and a person I have known for 30 years. Since early in 2017, I have waited patiently for a promised refund of \$1700.00. Some have posted and I would imagine several others are waiting for funds which will probably never come.

To soften the blow, I offered to accept payments if the cash flow is poor as he always says it is. Nothing seems to work.

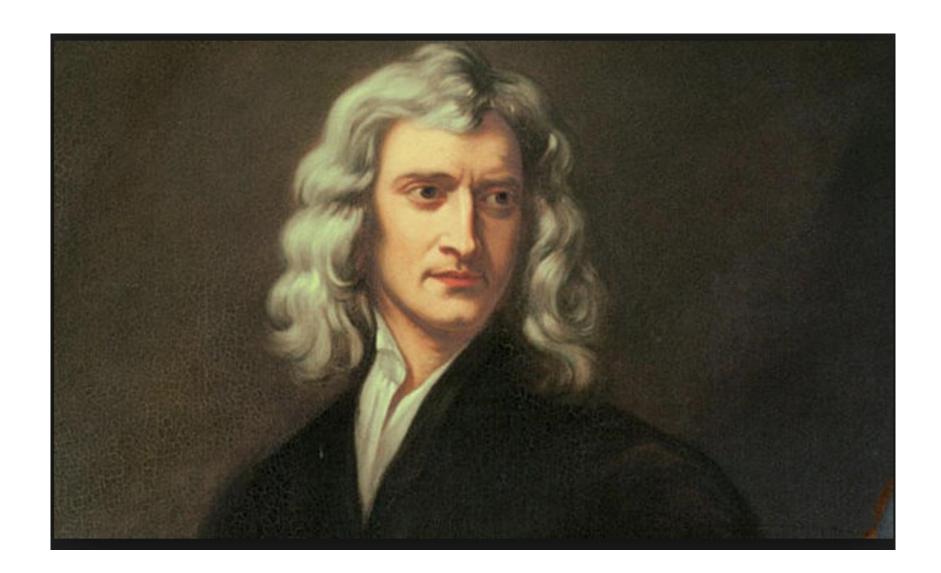
Maybe being removed from Dotmed will be a motivation!! I hope the next time I post it will be that the debt has been addressed he has regained some self respect.

Enter your reply here...

[Admin: Edit | Delete]

1 person liked this LIKE THIS REPLY Delete Post







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☆ ☆ ☆ ☆ ☆ (1)

Current Location: News Home > The Jacobus Report > This Story







Are you proud of your marketing?

May 09, 2018 by Philip F. Jacobus , President

As a young man and throughout life, I was always taught by my parents and others not to brag. Nobody likes a bragger and it has been my experience that usually people who brag are also exaggerators.



DOTmed 100 certificates belonging to Josh Glas

Even now after almost 65 years, I try to be humble and not take myself too seriously. Nevertheless, I am proud of DOTmed and I am proud of our growth.

There is a fine line between bragging and putting your best foot forward. I think DOTmed has cracked the code with its rating system.

I was really gratified to receive an email from Josh Glas, showing me pictures of his DOTmed 100 certificates from the last five years.

Whether it be on DOTmed, or Yelp, or Google, or TripAdvisor, or anywhere else, it's clear that one of the best ways to brag or to promote yourself, is to have positive ratings. Positive ratings show that the people with whom you do business have confidence in you and like you.

Obviously, there are a lot of people who like Josh Glas because he has been one of the Top 100 parts vendors, for so many years.

If you call Josh, he will speak with confidence, but not brag. He knows how to promote himself and still be a gentleman.

So it is my advice that you invite your clients, whomever they may be, to speak well of you, and do so in public.

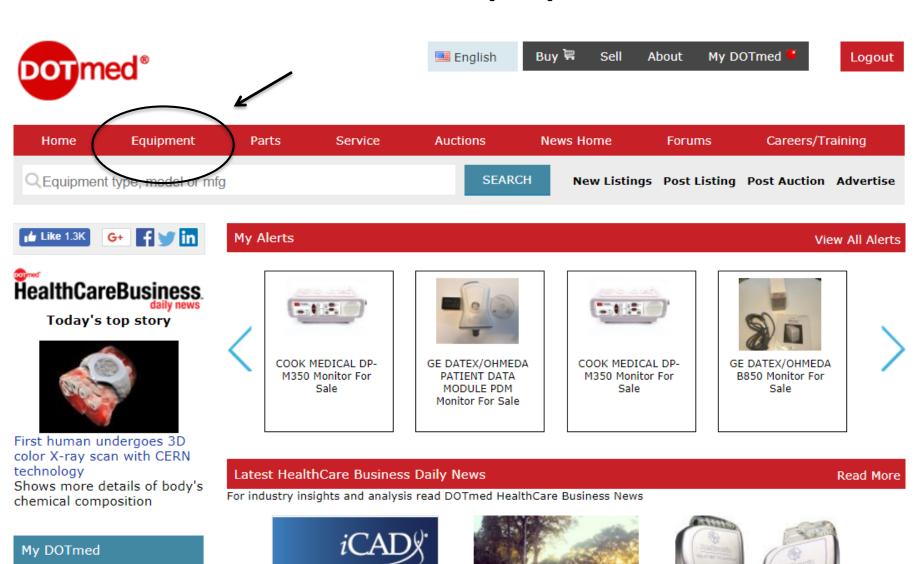




From my blog, The Jacobus Report



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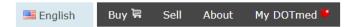


Powerful breast

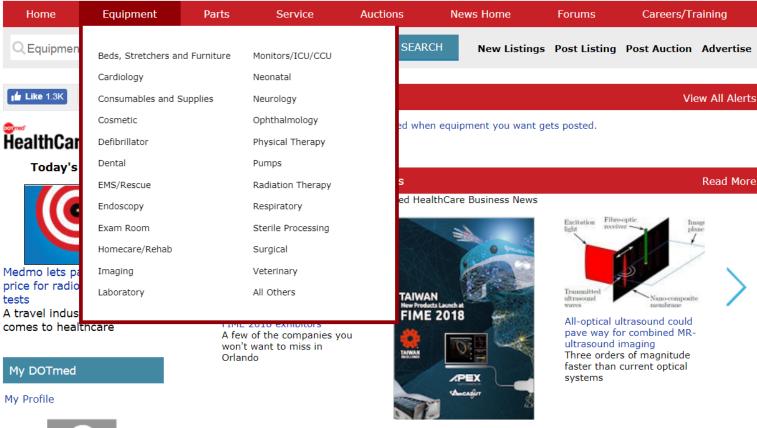
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Parts Listings (1000+)

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Service Companies (139)

1 2 3 4 5 Date Posted/

Listed Price

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July 12

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Current Search Terms:

c-arm

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BIODEX NEW 058-870 Pain Management C-Arm **Table For Sale**

The NEW Surgical C-Arm Table - 870 is perfect for Pain Care Applications. ... view more

contact Biodex Medical Systems, Inc.

phone: (800) 224-6339; (631) 924-9000

This Premium Listing has been seen an avg of 15 times / day and clicked on 3634 times (as of 10:00 am edt) Admin: Richard Schubert | Edit | Pro | Mail User | Set Featured | Convert To Auction

BIODEX Model 058-810 Brachytherapy C-Arm Table

For Sale

For Image-Guided Ion Implantation - The Biodex Brachytherapy C-

Arm Table includes all standard brachytherapy accessories, equipped... view more

Biodex Medical Systems, Inc.

<u>Sale</u>

phone: (800) 224-6339; (631) 924-9000

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3.



OAKWORKS CFPM 400 Pain Management Table For

Askina Price: \$13,900 USD

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July 16







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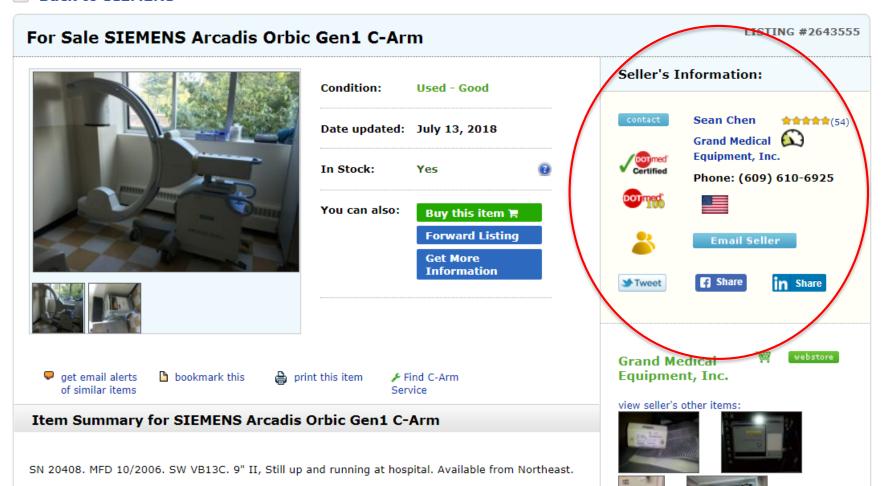
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Sean Chen - Profile
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Grand Medical
Equipment, Inc.
NJ, USA
DOTmed User since January
2009
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NEW! More weight for healthcare provider ratings

Our users asked us to change the DOTmed 5-Star Rating System and give more weight to ratings from healthcare providers because, as end-users, they are in the best position to evaluate a dealer's products and services. Therefore, if you work for a healthcare facility, your ratings now have twice the value of dealer-to-dealer ratings. Please rate every company you do business with.

General Rating by Waseem Hyder, Worldwide Imaging Solutions Inc.

February 09, 2018

Details

General Rating by Joshua Glas, PhiGEM Parts, Inc.

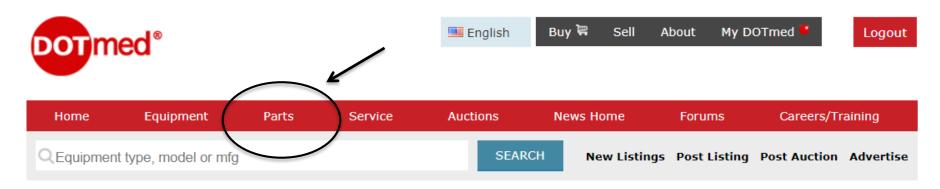
January 17, 2018

Details

General Rating by Abe Steiner, X-Ray Parts

72011201/00 2010

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HealthCareBusiness.

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First human undergoes 3D color X-ray scan with CERN technology

Shows more details of body's chemical composition

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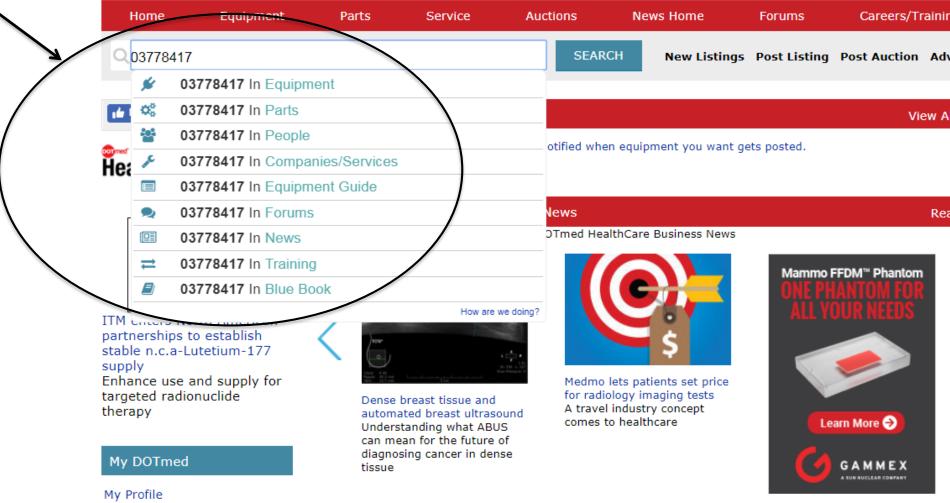












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MRI Hand-Held Patient Screening Solution Detect ferrous-only OR all metal



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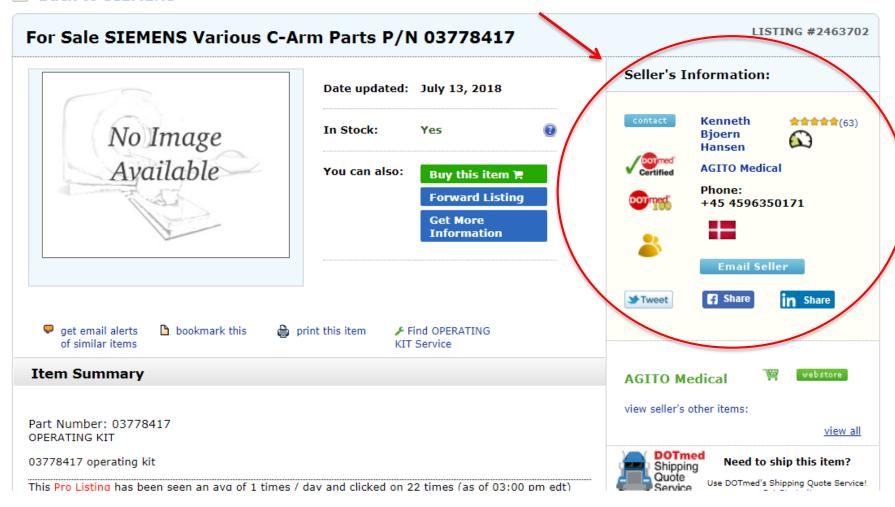


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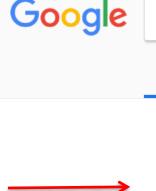


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Siemens part number Google Search



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P/N 03778417: For Sale SIEMENS Various C-Arm Parts - Listing ...

https://www.dotmed.com/listing/c-arm/siemens/various/03778417/2463702 ▼
P/N 03778417: For Sale SIEMENS Various C-Arm Parts - Listing #2463702. ... Item Summary. Part
Number: 03778417 OPERATING KIT. 03778417 operating kit.

Siemens MASTERDRIVES - Part Numbers, Serial Numbers, Option ...

https://www.industry.usa.siemens.com/...siemens...siemens.../partnumbers...numbers... ▼
Details about part numbers, serial numbers, option codes, and spare parts for Siemens'
MASTERDRIVES migration program to SINAMICS drives.

Missing: 03778417 | Must include: 03778417

Order number meaning - Entries - Forum - Industry Support - Siemens

https://support.industry.siemens.com/tf/WW/en/posts/order-number.../151513?...0... ▼ Jun 29, 2016 - 4 posts - 4 authors

Could you guys tell me what these **numbers** mean? ... The meaning of **part numbers** was published from few years and then **Siemens** decided ...

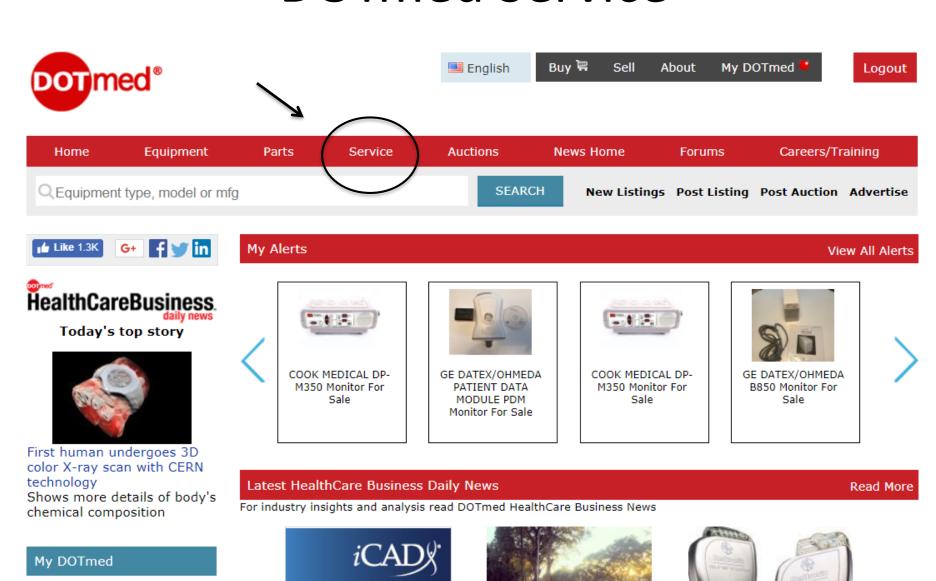
mean of **part number** of **Siemens** products - Entries ... 5 posts May 8, 2016 Strucutre of MLFB **numbers** - Entries - Forum - Industry ... 10 posts Jan 29, 2009

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Spare Parts Services - Industry Services - Siemens

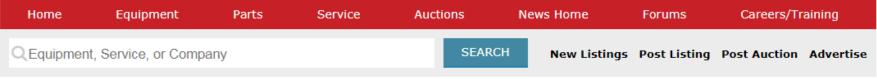
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Current Location: Virtual Trade Show > Defibrillator





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Equipment, Services Used and Rebuilt

Defibrillator Pre-Owned Defibrillator Defibrillator Repair, Equip Remarketer Remanufacturer, Rebuilder Maintenance, Service

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Defibrillator Thermometer

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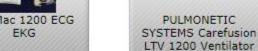


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EASYONE 2001- 2NP Spirometer

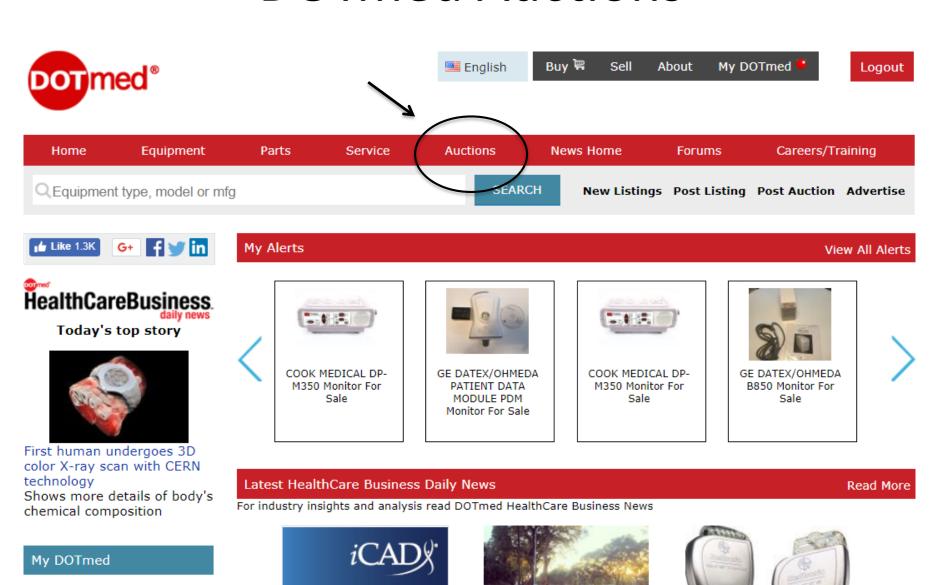
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- Over 670 companies with a Virtual Trade Show booth showing under our SERVICE section.
- Over 400,000 average monthly page views on Virtual Trade Show booths.
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- Total VTS followers: 25,159
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- Total VTS leads (2017): 13,434





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Powerful breast

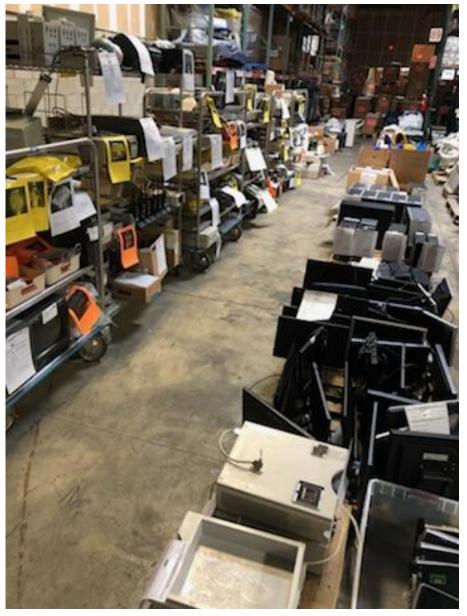
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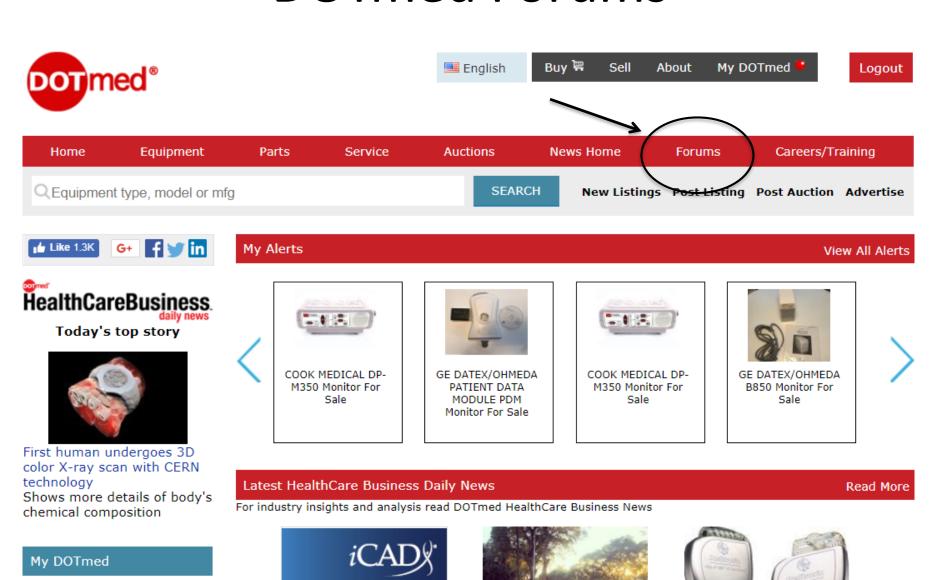
Total view of our auctions: 179,706

Total Participants in our auctions: 2,621

Total Items sold: 84,683



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Konica Minolta CS3, CS7 Service Manual July 16, 2018 03:26

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June 29, 2018 05:40

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Christopher Bacon	食食食食食
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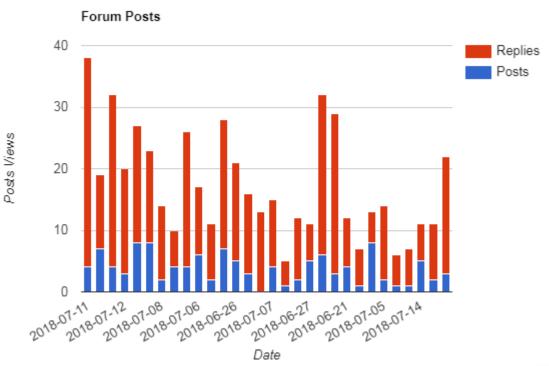
Slacklisted Not Welcome on DOTmed Nov 15, 2016

Sophal Heng

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Over 35,000 users subscribe to the Service Technicians' Forum. We email 19,000 Forum Digests every weekday, including weekends 6,000 additional every Friday reaching over 140,000 emails a week.

Below shows daily posts and replies, some posts receive dozens of replies.







st a message to the Service Technicians Forum

Service Technicians Forum

Vacuum aire from a x Ray tube

luly 15, 2018 10:08

4 replies

65 replies

ORTHOPANTOMAGRAPH. INSTRUMENTARIUM. OP 100.

luly 15, 2018 10:08

Melag 23 or 29 series, malfunction 32

luly 15, 2018 10:08

Fag: Sterile Processing

0 replies

orthopantomograph instrumentarium op 100d

luly 15, 2018 10:08 Γag: Dental

6 replies

Fuji DryPix 4000 Software and DI/Browser Tool

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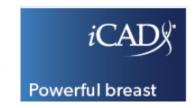
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GE to spin off healthcare business as separate enterprise

June 26, 2018 by John R. Fischer, Staff Reporter

General Electric is spinning off its healthcare division as a separate enterprise in an effort to focus its attention on its power, aviation and renewable energy businesses.

The multinational conglomerate announced the news Tuesday as the final piece in a string of spinoffs it has undertaken to cut debt, simplify its structure, and raise cash, including the spinoff of its train manufacturing business last month and the \$3.3 billion sale of its distributed power division. It also will sell off shares of its ownership in oil services company Baker Hughes over the next two to three years.

"Today marks an important milestone in GE's history," CEO John Flannery said in a statement. "We are aggressively driving forward as an aviation, power and renewable energy company - three highly complementary businesses poised for future growth. We will continue to improve our operations and balance sheet as we make GE simpler and stronger."

The news follows a difficult year for the company, which has experienced a loss





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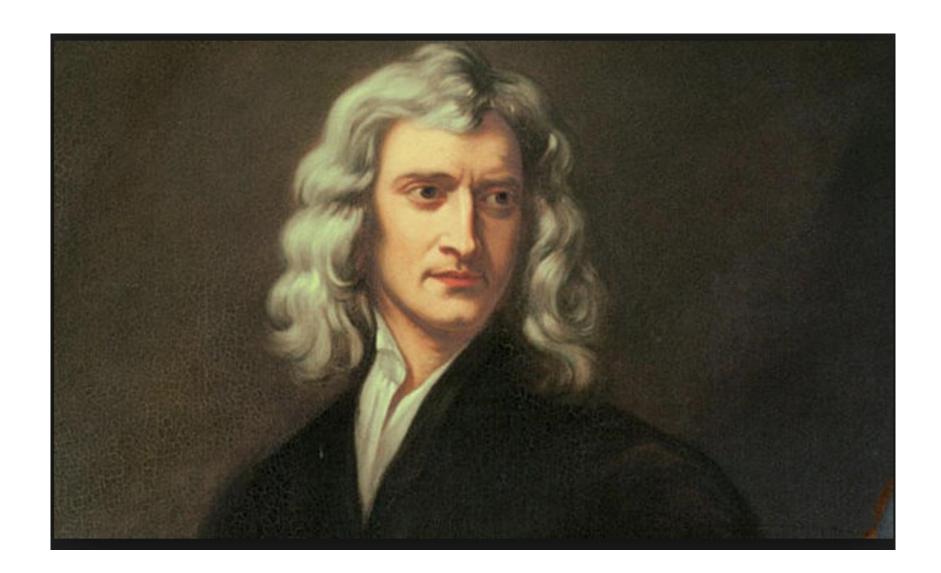


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