



BIOMEDICAL BUSINESS PROPOSALS™

INTERNATIONAL ISSUE

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Contains Business Opportunities for the entire Medical and Healthcare
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Closing down altogether is EDWARDS PACEMAKER (AHSC). With another two or three pacemaker companies for sale in an already overcrowded market, there were no takers for the \$7 mln EDWARDS package. For a while it seemed that SORIN, negotiating through associated BENTLEY LABORATORIES, was in the market, but discussions terminated at the end of November. SORIN is now expected to venture in the U.S. once its C-MOS chip development program is completed - late in 1980. Another potential buyer was LEWICKI MICROELECTRONICS of Germany, believed to develop the microprocessor for Cranfield. **The LEWICKI firm delivers hybrid circuits to most of the European pacer manufacturers; BIOTRONIK (who purchased over 30,000 hybrids for its "Chronos" unit) is a major customer. LEWICKI, having facilities in Germany and Ireland, is capable of manufacturing complete pacemakers.**

Last but not least, a future high growth market was represented at the AHA. The INFUSAID division of METAL BELLOWS Corp. displayed their implantable drug delivery device, of which 60 are in clinical use. Empty weight of this round device is 180 gm. Diameter is 86 mm; reservoir volumes are 27, 33, or 47 cc (depending on thickness). The Infusaid device, to be used for heparin, insulin, chemotherapy, etc., can be programmed for flow rates ranging from 0.33 - 50 cc per day. The \$2,000 price tag is higher than ambulatory devices made by CORMED and AUTOSYRINGE. Refer to BBI II:13 for an update on implantable drug delivery devices.

The AHA report will conclude in the next BBI issue.

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HI-REL HYBRID-IC's for PACEMAKERS and other MEDICAL DEVICES - **Lewicki Microelectronics** manufactures Hi-Rel mil. and aerospace hybrid-IC and offers variety of pacemaker microcircuits. These include hi-rel runaway protected hybrid demand circuits, low threshold CMOS-LSI chips that allows rate programming in 12 steps from 40 to 110 ppm, a 7 mm battery compatible package, etc. Also manufactures a hi-rel hybrid multichip (64 K-CMOS-RAMs) for use in (implantable) diagnostic memory, e.g. for Holter monitoring. **Lewicki is a major West German manufacturer of hi-rel military, aerospace, and medical hybrid microcircuits having delivered over 30,000 hi-rel pacemaker hybrids during the past four years.** For further information contact the International Sales Dept. of Lewicki Microelectronics, Allee 35, P.O.B. 20, D-7931 Oberdischingen/Ulm, West Germany, Telex 712355.



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