



**Tufts**  
UNIVERSITY

School of Medicine

To: Class of M'2013  
From: Brien Barnewolt, MD  
Course Director, Physical Diagnosis I and II  
Date: July 13, 2009  
Subject: Medical Equipment

Welcome to Tufts University School of Medicine. You begin Physical Diagnosis during the Foundations of Patient care unit beginning in the late fall. You will learn how to do basic physical examinations. In order that you have ample time to purchase the equipment for this course, the school has included information on this subject during Orientation.

Basic equipment is **mandatory** for this course. You will need a stethoscope (popular brands are Littman and Welch Allyn/Harvey), ophthalmoscope / otoscope (also called a diagnostic set - popular brands of these instruments are Heine and Welch Allyn), reflex hammer, tuning fork (128 and 512 Hertz), and pocket penlight (mini-maglights or halogens work great- the brighter the better). Although a blood pressure cuff (sphygmomanometer) is not mandatory, it will be valuable to practice this skill outside of a clinic setting and to use during some Selective programs (popular brands are Heine and Welch Allyn/Tycos).

Because group ordering can cut prices on expensive instruments, you will have an opportunity to attend a demonstration on the equipment and place an order with a local distributor. Assume that the instruments you buy now will be yours for many years to come. They often last a lifetime.

Attached is a price list for equipment that will be offered from the distributor. This distributor does not market all of the above brands. When you receive the list, please take the opportunity to go over the list, comparison shop, and research the equipment on the web so you feel comfortable making your purchasing decisions. If you live in the vicinity of a medical equipment store, you may want to pay a visit and begin to get the feel of these instruments and ask questions. This is especially true for stethoscopes, which are more personal than the other instruments and which will need to fit your head and ear canals.

You are not obligated to purchase from the distributor. You must, however, have this equipment when the class begins in November.

I look forward to meeting you. Have a wonderful summer!

# MK Associates

## TUFTS DIAGNOSTIC EQUIPMENT SALE

### August 2009

WELCH ALLYN DIAGNOSTIC SETS:		Soft Case	List Price	Your Price	Total Amount
#97800-MS	PanOptic Ophthalmoscope., MacroView Otoscope w/built-in Throat Illuminator, Lithium Ion Smart Handle	<input type="checkbox"/>	\$1142.00	\$713.75	_____
#97800-MC	PanOptic Ophthalmoscope, MacroView Otoscope w/built-in Throat Illuminator, NiCad Convertible Handle	<input type="checkbox"/>	\$995.00	\$622.00	_____
#11720	Coaxial Ophthalmoscope *** <b>SPECIAL OFFER w/PANOPTIC SETS</b>		\$290.00	\$25.00	_____
#97200-MS	Coaxial Ophthalmoscope, MacroView Otoscope w/built-in Throat Illuminator, Lithium Ion Smart Handle	<input type="checkbox"/>	\$924.00	\$577.50	_____
#97200-MC	Coaxial Ophthalmoscope, MacroView Otoscope w/built-in Throat Illuminator, NiCad Convertible Handle	<input type="checkbox"/>	\$770.00	\$481.25	_____
#92821	2.5v Pocket Diagnostic Set w/AA Batteries (Soft Case Only)		\$553.00	\$345.65	_____

**\*\* Welch Allyn Diagnostic Sets come w/ a Free Educational Bonus Pack Including Disposable Otoscope Specula\*\***

WELCH ALLYN ACCESSORIES:		List Price	Your Price	Total Amount
#21504	Insufflation Bulb for the Pocket Diagnostic Set		\$6.10	_____
#23804	Insufflation Bulb for the MacroView Otoscope		\$6.10	_____
#76600	Welch Allyn Halogen Penlight	\$54.00	\$34.00	_____

HEINE DIAGNOSTIC SETS:		List Price	Your Price	Total Amount
A-177.27.376S	K180 Diagnostic Set w/Lithium Ion Handle	\$882.80	\$578.00	_____
A-181.27.376S	Beta 200/K180 Diagnostic Set w/Lithium Ion Handle	\$945.20	\$619.00	_____
A-131.27.376S	Beta 200 Ophth/Oto. Diagnostic Set w/Lithium Ion Handle	\$1037.70	\$679.00	_____
D-294.21.444S	Alpha+ Compact Set w/Handles and Charger	\$1041.00	\$682.00	_____
D-873.11.021S	Mini 3000 Pocket Diagnostic Set	\$609.90	\$399.00	_____
B-00.11.240	Insufflation Bulb		\$9.00	_____

**" Heine Sets come w/200 Disposable Otoscope Tips & Spare Bulbs"**

STETHOSCOPES:		(Circle Color)				List Price	Your Price	Total Amount
Welch Allyn Elite Stainless Steel Chestpiece	<b>Black Navy Burgund Green</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$232.00	\$137.75	_____
Welch Allyn DLX Double Head Brass Chestpiece	<b>Black Navy Burgund Green</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$250.00	\$148.45	_____
Littmann Cardiology III	<b>Plum Chocolate Black Navy Burgund Green</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$206.20	\$145.50	_____
Littmann Master Cardiology (No Bell)	<b>Plum Chocolate Black Navy Burgund Green</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	\$249.15	\$183.00	_____
Heine Gamma C Cardiology Stethoscope	<b>Black</b>					\$195.00	\$134.00	_____
<b>STETHOSCOPE ENGRAVING: Exact Text (23 Character Max.)</b>						\$19.95	\$15.00	<b>After Tax</b>

SPHYGMOMANOMETERS:		List Price	Your Price	Total Amount
#DS58-ST	Welch Allyn Classic Hand Model DuraShock (2 Cuffs) Lifetime Meter Guarantee	\$228.00	\$135.40	_____
#DS58-MC	WA Classic Hand Family Practice Kit (4 Cuffs) Lifetime Meter Guarantee	\$313.00	\$185.85	_____
#5098-42	Welch Allyn DS66 Trigger Hand Aneroid (2 Cuffs) 15 Year Meter Guarantee	\$175.00	\$109.40	_____
#5098-30	Welch Allyn DS66 Hand Aneroid FP Kit (4 Cuffs) 15 Year Meter Guarantee	\$263.00	\$156.20	_____
M-00.09.235	Heine G5 Sphygmomanometer (1 Cuff) 5 Year Guarantee	\$129.00	\$89.00	_____
M-00.09.551	Heine G5 Family Practice Kit (3 Cuffs) 5 Year Guarantee	\$219.40	\$151.00	_____
M-00.09.237	Heine G7 Sphygmomanometer (1 Cuff) 10 Year Guarantee	\$169.00	\$116.00	_____
M-00.09.550	Heine G7 Family Practice Kit (3 Cuffs) 10 Year Guarantee	\$253.70	\$174.00	_____

MK ASSOCIATES  
TUFTS DIAGNOSTIC EQUIPMENT SALE  
August 2009

TOTAL from front: \_\_\_\_\_

MISCELLANEOUS:

EKG Calipers	\$5.25	
C128 Tuning Fork	\$7.75	
C512 Tuning Fork	\$7.75	
Taylor Reflex Hammer	\$3.25	
Buck Reflex Hammer w/ Brush and Pin	\$8.50	
Metric Tape Measure, Pushbutton, Fiberglass	\$5.00	
Disposable AAA Penlights/6-pack	\$10.00	
ADC AdLite, LED penlight	\$15.00	
Nylon Medical Bag <b>Circle Color: Black Navy Dark Green</b>	\$25.00	

**SUBTOTAL:** \_\_\_\_\_  
**5% Sales Tax :** \_\_\_\_\_  
**ENGRAVING FEE:** \_\_\_\_\_  
**GRAND TOTAL:** \_\_\_\_\_

**Master Card/Visa/Discover/Amex Information:**

**Credit Card Number:** \_\_\_\_\_ **Expiration Date:** \_\_\_\_\_

**Personal Information:**

**NAME:** \_\_\_\_\_  
**ADDRESS:** \_\_\_\_\_  
 (billing) \_\_\_\_\_  
 \_\_\_\_\_  
**PHONE:** (    ) \_\_\_\_\_  
**E-MAIL:** \_\_\_\_\_

**Contact MK Associates with any questions:**

**Marj Kobrin**  
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**Telephone: (617) 571-0588**  
**Fax: (781) 344-6198**  
**Mail: 45 Hunt Drive**  
**Stoughton, MA 02072**

\_\_\_ **Check here if Military Receipt is Required**

**ORDER DEADLINE: August 31, 2009**

**DELIVERY at Tufts in October**

**ORDERING INSTRUCTIONS:**

1. Please include all contact information on your order form.
2. Be sure to circle your stethoscope and medical bag color selection.
3. *If paying by check*, make check payable to MK Associates and staple check to order form.
4. Return form by August 31, 2009 to take advantage of student pricing and the Welch Allyn Rebate Offer.
5. Submit forms to the Office of Student Affairs or directly to MK Associates via phone, fax, email or mail.
6. Littmann Stethoscopes and Heine Instruments **DO NOT** qualify for Welch Allyn's Rebate Program.