

Nubenco®

Improving care. Preserving life.®

Medical surgical line



- **Over 30 years serving the global marketplace**
- **Produces a wide-range of premium hospital disposables**
- **All products are developed in the U.S.A. and bear the CE mark**
- **Many products approved by the US FDA**
- **Work with Suppliers, Distributors, NGOs, major Multinational Organizations, and Government Agencies worldwide**
- **Services include product registration, marketing support, training and development, digital media support, and daily one-on-one customer support**
- **Visit www.nubenco.com to learn about us and how Nubenco can help you become a leader in your market.**

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Developed in the U.S.A.

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Nubenco[®] Administration of solutions and blood components

Nubenco - Special I.V. Administration Sets for Open System I.V. Peristaltic Pumps.

We have an excellent opportunity for specialized business supplying special IV administration sets for open system peristaltic IV pumps. Our own special IV set is of high quality, and specially manufactured to be compatible for the administration of solutions through open system infusion pumps. Because it is not always visible, this business does need a little home-work and preparation to investigate, but is worth the effort, without much competition.



The IV pumps are small machines, weighing a couple of kilos, able to control the amount of speed and the delivery of IV solutions (in exact quantity of volume and time) in an electronic way through easy commands, as opposed to normal administration by gravity which can not be programmed. Pumps are used mostly in the larger hospitals, especially in the Emergency Room (ER), the Operating Room (OR), the Intensive Care Unit (ICU) and in specialty units such as Cancer Wing etc.

When using pumps, the administration set is connected at one end to the solution, and at the other end to the vein of the patient. A small segment of the upper area of the administration set is then connected to the pump.

IV pumps require special IV Administration sets, using expensive special and durable (at least 72 hours) tubing, because normal IV administration sets collapse and fall apart very quickly due to the rubbing of the peristaltic pump, and/or do not provide the desired accuracy. Please remember to take into account that the IV administration set has to be specially designed for pumps: according to the ECRI and USFDA, improper delivery of solutions through pumps is responsible for more than 800,000 deaths in the United States, and this happens because of the insufficient control and -

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- awareness of pumps. For this reason, or because of package deals or “Free Pumps”, most users purchase the IV sets from the pump supplier, sometimes at very high cost.

Nubenco is the exclusive distributor of an IV pump for some Latin American countries, where we own over one thousand pumps, which we supply free of charge to our customers. To serve them, Nubenco developed three models of special IV administration sets for peristaltic pumps:



- a. Basic IV set, (for administration of standard solutions)
- b. Photosensitive/ lightproof IV set, (for sensitive solutions and /or injectable solutions which need this kind of protection.), and
- c. “Premium IV set” with needle-less injection port and other premium features.

d. Note: we can also design new models upon request.

These IV sets can be used on many other open system

peristaltic pumps, requiring only that the pump be “calibrated” to our set, which can be done easily once the first new pump is calibrated by any Biomedical Engineer.

Some pump systems are “Closed,” because their design requires a special component on the IV set which must be connected to the pump. For example, in some Baxter systems there is a special cassette on the IV set which must be connected to the pump; for W. Braun pumps, they use a special material/ diameter on the segment which goes inside the pump, etc. Other pumps are for Enteral Feeding, which require a different kind of set. Lastly, because of package deals for “Free Pumps”, some suppliers force some customers-

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- to use their IV sets.

These “**closed**” situations should be identified, so you can focus on the **remaining open opportunities**, keeping in mind that a major hospital might have 300 closed pumps, but also another 100 Open Pumps which it owns and/or controls. The best opportunities are with pumps which the hospitals may have bought a long time ago; for some pumps such as Body Guard (Germany), Codan Argus (Switzerland), or for cheap Chinese pumps which claim to use standard IV administration sets but which in reality do not work well with standard sets. So, here is where we have the opportunity to possibly also market our pump which complies with the technical and quality features required.

Once you find the Open Pumps, you have the opportunity to save money for your customer, while making a good profit. You may need to hire a part time biomedical engineer (or make a part time arrangement with an engineer already at a hospital) to calibrate the pumps and to provide any customer service or training that may be desired. But even one contract with a major hospital can be interesting business.

We strongly suggest that you arrange to visit major hospitals and **verify what pumps they are using, and under what financial conditions**. This information may not be easy to obtain, so you may have to ask a lot of people, or get help. First, check whether the administration set has some little clip or cassette that connects to the pump (closed system). If you are not sure, please send us the Brand and Model number of the pump, then we will try to help you.

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Once you have established that the pump in a particular hospital is Open System, you will need the help of a local biomedical engineer to calibrate one pump so you can demonstrate to the customer that our sets work as required on that pump. If you have trouble doing that, please advise, and our biomedical engineer would be happy to try to help.

You should also find out what model of administration set, and what price the customer has been paying, so you can develop your own price offer. In addition to price, you might find some customers very happy that Nubenco offers, not just a basic set for pumps, but also the photosensitive and premium set which are appreciated in special situations.

For additional information, please contact us

Good luck

Nubenco® Administration of solutions and blood components

Continuous and precise infusion of liquids and parenteral solutions.

MACRODRIP SET



REFERENCE	CHARACTERISTICS
N - AAACQ	Macrodrrip I.V. set 20 drops/ml, bulb, Y-port, luer slip with needle 21G x 1 1/2".
N - ABC - LF	Macrodrrip I.V. set 20 drops/ml, Y-port, luer lock, 1.8cm length, latex-free
N - AA2C	Macrodrrip I.V. set 20 drops/ml, bulb, Y-port luer slip.
N-AAVC	Macrodrrip I.V. set 20 drops/ml, roller and Y clamps, needless Y-port, rotating luer lock, 1.8cm length, DHEP-free
N-AATC-LF	Macrodrrip I.V. set 20 drops/ml, solution filter, Y-port, rotating luer lock (combo lock), 1.8m length, Latex-free
N - AAFC - LF	Macrodrrip I.V. set for pumps 20 drops/ml, LL/LS combo connector. Latex-free
N - AAFC - LFP	Macrodrrip radiopaque I.V. set for pumps 20 drops/ml, LL/LS, combo connector.
N-AB3E-LF	Macrodrrip I.V. set for pumps 20 drops/ml, needless Y-port, rotating luer lock (combo lock), 1.8m length, Latex-free
N-AAVC-LF	Macrodrrip I.V. set 20 drops/ml, needless Y-port, rotating luer lock (combo lock), 1.8m length, Latex-free

Safety and precision in the administration of intravenous fluids

MICRODRIP SET



- Strong and sharp spike, 3 channels.
- 60 drops/ ml, 20 drops /ml.
- Standard tube length 180 cm.
- Available: Y-port, air inlet, solution filter
- Quantitative roller clamp.
- Sets with luer slip, luer lock or combo (LL/LS) connector.
- Latex-free.
- Easy to open packaging.
- 5 Years expiry date.

REFERENCE	CHARACTERISTICS
N - AA4C	Microdrrip I.V. set, 60 drops/ml, Y-port, bulb, luer slip. 1.8m length
N - AALC	Microdrrip I.V. set, 60 drops/ml, Y-port, rotating luer lock (combo lock), 1.8m length,
N-AB5C-LF	Microdrrip I.V. set 60 drops/ml, Y-port, rotating luer lock (combo lock), 1.8m length, Latex-free

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Nubenco IV Set and Burette Basic Product List

REFERENCE	CHARACTERISTICS	REFERENCE	CHARACTERISTICS
N-AA1C	Infusion Set Macro drip (20 drops/ml) No air filter, No Y connector, latex sleeve, Luer Slip 1.8m	N-AB6E-LFP	Infusion Set Macro drip (20 drops/ml) for infusion pump, with Soft Tubing, Y-connector 20cm from end, Flow Regulator, with air inlet, Luer Lock - No solution Filter, No latex sleeve - LATEX FREE - 1.8m long
N-APBT	Infusion Set Macro drip (20 drops/ml) with needle, with air inlet, solution filter, latex sleeve, flow regulator, Luer	N-AAFB	Infusion Set Macro drip (20 drops/ml), latex sleeve, Roller Clamp, Luer Lock, 1.5m
N-AAFC	Infusion Set Macro drip (20 drops/ml) with Soft Tubing, No air filter, No Solution Filter, No latex sleeve, with Y connector 20 cm from the connector end, Flow Regulator, with air inlet, Luer - 1.8m long.	N-AB3E-LF	Infusion Set Macro drip (20 drops/ml) for PUMP, with 2000mm special Calibrated Tube, Flat White Clamp, Roller Clamp with air inlet on Spike, Needle-less Y-port 20cm from combined connector Retractable Luer Lock Luer Slip.
N-AAFC-LF	Infusion Set Macro drip (20 drops/ml) for infusion pump, with Soft Tubing, Y-connector 20cm from end, Flow Regulator, with air inlet, Luer Lock - No solution Filter, No latex sleeve - LATEX FREE - 1.8m long	N-AAGH-LF	PUMP Infusion set Macro drip (20 drops/ml) for with Calibrated Tube, Flat White Clamp, Roller Clamp, Y-port 20cm from combined rotating Retractable Luer Lock/ Luer Slip connector, Priming cap for peristaltic pump - LATEX
N-AAFC-LFP	Infusion Set Macro drip (20 drops/ml) for infusion pump, Lightproof/ Photosensitive, with calibrated tube, Y-connector 40 cm from end, Flow Regulator with air inlet, Luer Lock - 1.8m long.	N-AA6CQ	Infusion set Macro drip (20 drops/ml) for with needle, solution filter, Thicker Latex sleeve, Flow Regulator, Y connector, Retractable Luer Lock 1.8 m long 21G x 1 1/2
N-AAFH-LF	Infusion Set Macro drip (20 drops/ml) for infusion pump, with Calibrated Tube, Y connector 20 cm from end, Flow regulator, with air inlet, Priming Cap, Luer Lock, No Latex sleeve - LATEX FREE - 22m tube length	N-A1CQ	Infusion Set Macro drip (10 drops/ml), with needle, solution filter, latex sleeve, flow regulator, Y connector, Luer

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REFERENCE	CHARACTERISTICS	REFERENCE	CHARACTERISTICS
N-A1CG	Infusion Set Macro drip (10 drops/ml) with needle, solution filter, latex sleeve, flow regulator, Y- connector, Luer	N-A4C	Infusion Set Macro drip (10 drops/ml) with air inlet, solution filter, latex sleeve flow regulator, Y-connector
N-AXCQ	Infusion Set Macro drip (10 drops/ml) with needle, solution filter, latex sleeve, flow regulator, Y- connector, Luer	N-AZC-LF	Infusion Set Macro drip (60 drops/ml), Roller Clamp, Y - connector, Luer Lock/ Luer Slip combined connector, 1.8m
N-A6C	Infusion Set Macro drip (10 drops/ml) without air inlet, solution filter, latex sleeve, flow regulator, No Y	N-AAVC-LF	Infusion Set Macro drip (20 drops/ml) for DHEP - FREE, Roller Clamp, Needle-less Y- connector (5cm) at 20cm from end, Luer Lock/ Luer Slip combined connector, 1.8m - Latex-Free
N-AWC	Infusion Set Macro drip (20 drops/ml) with air inlet, solution filter, latex sleeve, flow regulator, Y connector, Luer	N-AB8C	PUMP Infusion set Macro drip (20 drops/ml) Roller Clamp, Y-port 30cm from Luer Slip connector 1.8m
N-A2C	Infusion Set Macro drip (10 drops/ml) solution filter, latex sleeve, flow regulator, Y-connector, Luer Lock- 1.8m long.	N-ANC	Infusion set Macro drip (20 drops/ml) Roller Clamp, Y- connector, Luer Slip 1.8 m
N-AOB	Infusion Set Macro drip (10 drops/ml) with solution filter, latex sleeve, luer slip Y- connector	N-ATC-LF	Infusion Set Macro drip (20 drops/ml), Roller Clamp, Y-connector, Luer Lock/ Luer Slip combined connector, 1.8m

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REFERENCE	CHARACTERISTICS	REFERENCE	CHARACTERISTICS
N-ATC	Infusion Set Macro drip (20 drops/ml) Roller Clamp, Y- connector, Luer Lock/ Luer Slip combined connector 1.8m	N-AAACQ-LF	Infusion Set Macro drip (20 drops/ml) for infusion pump, with Soft Tubing, Y- connector 20cm from end, Flow Regulator with air inlet, Luer Lock - No solution Filter, No latex sleeve - LATEX FREE - 1.8m long
N-ABC-LF	Infusion Set Macro drip (20 drops/ml) Roller Clamp, Y-connector, Luer Lock 1.8m - Latex Free	N-AAACQ	Infusion Set Macro drip (20 drops/ml), latex sleeve, Roller Clamp, Y- connector Luer Slip, 21 G x 1 1/2, 1.8m
N-AATC-LF	Infusion Set Macro drip (20 drops/ml) Chamber, Solution Filter (20µm), Roller Clamp, Y- connector (3cm) at 30cm from end, Luer Lock/ Luer Slip combined connector, 1.8m - Latex - Free	N-AA2C-LF	Infusion Set Macro drip (20 drops/ml), Latex sleeve, Roller Clamp, Y - connector, Luer Slip 1.8m - Latex Free
N-AAHC-LF	Infusion Set Macro drip (20 drops/ml) for Infusion Pump, Soft Tubing, Y-connector, Roller Clamp, Luer Slip 1.8m	N-AA2C	Infusion set Macro drip (20 drops/ml), Latex sleeve, Roller Clamp, Y-Port at 30cm from Luer Slip connector,
N-AAGC-LF	Infusion Set Macro drip (20 drops/ml) for Infusion Pump, Soft Tubing, Roller Clamp, Y- connector, Luer Lock/ Luer Slip combined connector 1.8m Latex Free	N-AB2C	Infusion set Macro drip (20 drops/ml), Latex sleeve, Roller Clamp, Y- port, Luer Lock 1.8 m
N-AVC	Infusion Set Macro drip (20 drops/ml) Roller Clamp, Luer Slip, 1.8m	N-ACCQ-LF	Infusion Set Macro drip (10 drops/ml), with air inlet, needle, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer

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REFERENCE	CHARACTERISTICS	REFERENCE	CHARACTERISTICS
N-AAJC-LF	Infusion Set Macro drip (20 drops/ml) with air inlet, Roller Clamp, Y- connector, Luer Lock/ Luer Slip combined	N-AFE	Infusion Set Macro drip (20 drops/ml) with air inlet, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer
N-AAJC	Infusion Set Macro drip (20 drops/ml) with air inlet, Roller Clamp, Y-connector, Luer Lock/ Luer Slip combined	N-CCQ	Infusion Set Macro drip (20 drops/ml), with air inlet, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer
N-AWC-LF	Infusion Set Macro drip (20 drops/ml) with air inlet, Solution Filter, Roller Clamp, Y- connector, Luer Lock/ Luer Slip combined connector, 1.8m - Latex - Free	N-ADC	Infusion Set Macro drip (20 drops/ml), with air inlet, Solution Filter, latex sleeve, Roller Clamp, Y - connector, Luer
N-AAHC-LF	Infusion Set Macro drip (20 drops/ml) for Infusion Pump, Soft Tubing, Y-connector, Roller Clamp, Luer Slip 1.8m	N-AAKEQ-LF	Infusion set Macro drip (20 drops/ml), with air inlet, latex sleeve, Roller Clamp, Y-connector, Luer Lock/ Luer Slip combined connector, Attached 21 G x 1 1/2, 2.5m - Latex Free
N-AEEG	Infusion Set Macro drip (20 drops/ml) with air inlet, Solution Filter, latex filter, Roller Clamp, Y- connector, Luer Lock/ Luer Slip combined connector 1.8m - Latex Free	N-AYC	Infusion set Macro drip (10 drops/ml), Solution Filter, Latex sleeve, Roller Clamp, Y- connector, Luer Lock, 1.8m
N-AFE-LF	Infusion Set Macro drip (20 drops/ml), with air inlet, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer Lock/Luer Slip combined connector 2.5m	N-AKCQ	Infusion Set Macro drip (10 drops/ml), with air inlet, needle, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer

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REFERENCE	CHARACTERISTICS	REFERENCE	CHARACTERISTICS
N-ALC	Infusion Set Macro drip (10 drops/ml) with air inlet, Solution Filter, Latex Sleeve, Roller Clamp, Y- connector, Luer	N-AMC-LF	Infusion Set Macro drip (60 drops/ml) with air inlet, Solution Filter, latex sleeve, Roller Clamp, Y- connector, Luer
N-AEEQ-LF	Infusion Set Macro drip (20 drops/ml) with air inlet, Solution Filter, Roller Clamp, Y-connector, Luer Lock/ Luer Slip combined 2IG x 1 1/2, 2.5m - Latex Free		
N-AB5C-LF	Infusion Set Macro drip (60 drops/ml) Chamber, Roller Clamp, Y- connector at 30 cm from end connector, Combined Rotating Retractable Luer Lock/ Luer Slip connector, 1.8m - Latex - Free		
N-AA4C-LF	Infusion Set Macro drip (60 drops/ml), Latex Sleeve, Roller Clamp, Y-connector Luer Slip, 1.8m - Latex Free		
N-AA4C	Infusion Set Macro drip (60 drops/ml), Latex Sleeve, Roller Clamp, Y - Port at 30cm from Luer Slip connector		
N-AALC-LF	Infusion Set Macro drip (60 drops/ml), with air inlet, Solution Filter, Roller Clamp, Y- connector, Luer Lock/Luer Slip		

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Partial List of Pumps that can use Nubenco I.V administration sets

Amefa PE01/02/03/3000BL
Arcomed,
Body guard 323 (Caesarea),
CIY - 1000, 1200

DI 2000 (Daiwha)

Doltron PIM303, 717

D ring IP 83-2

Driptol 22/24 mmP,

Dropmat R sec,

Enteral (Caesarea)

E Pump 500 (Pb26)

Flogand (Baxter)

Fresenius P100, P200,

Imed 911, 915, MCM 400, 404,

INCA-PT, P100/200

Schiwamatic 3000/7000/7000N, MGVG IP 81/82/83

Multichannel (Caesarea)

Infusomat RP

SK-601 II

Volumed R Vp40000/ Vp 5005,

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Merci!
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