

For additional  
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# ARCON SURGICAL REPAIR



# Arcon

For twenty-four years Arcon has provided selected hospitals and surgery centers with expert services at reasonable prices. The “service only” concept has been tested over many years and its unbiased approach has saved many dollars when the “fox and the hen house” were kept separate. Many unique services and devices have been borne out of the working relationship between customer and vendor. A custom approach to each account makes for the greatest savings with the least disruption to your facility. Each customer chooses the level and frequency of service that fits them best. Ten to fifteen year relationships characterize our customer list, which indicates much in this very competitive field.

## What do we do?

Inspection of instrument sets on a proactive “scheduled” basis is the choice of most customers that wish to stay ahead of inevitable wear and tear. Sharpening, aligning, silver soldering, welding, insulation and related repairs are provided mostly on site. Carbide repairs for needle holders and forceps are done offsite. Replacement decisions are presented to the customer as needed. Quality evaluations of new instruments can be provided. Plating and coating services are available. Lost and replacement parts for your special or obsolete devices can be made at our shop. Modifications and custom devices are available upon request to customers only. Hand held mechanical devices as well as O.R. accessories can be repaired. We use “made in Germany” stainless parts, Emergency 24 hour service is available. We encourage the customer to use us

**“Ask about our Custom Work”**



as the “go to” source when it comes to reparability. (Many of our customers save enough by means of this concept to pay for our proactive monthly service fee.)

## The Challenge

Arcon uses a unique pricing system. A small repair of an instrument should cost much less than a major rebuilding job of the same item. You therefore rent us by the hour. Our ready access to the instruments being serviced will lead to major cost savings for you. A well managed service code system will further reduce the cost of repairs. Arcon is confident that it can provide the same or better service than you now receive at an annual cost savings of 35 to 40 percent. Since we do not sell instruments, we tend to further reduce your cost when we keep items in service as long as they serve you properly. “In house” service further saves you money. Doctors’ favorite instrumentation systems can be kept in service when the manufacturer refuses to do so for economic reasons. Mobile service can be arranged as needed at an increased cost.

## The Cost

When it is determined that we understand your service requirements, we offer to provide that same “in kind” service “in house” at a 30% annual saving when paid in twelve equal installments.

**“Give us a try and let us save you time and money!”**

