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**A M BICKFORD**  
SINCE 1974 • SAME NAME • SAME COMPANY inc.

Purchasing a new anesthesia machine and vaporizer is a complex decision that requires careful consideration of finances, the features of the machine, and maintenance. By taking the time to evaluate these factors and working with A.M. Bickford Inc., you can select the anesthesia machine and vaporizer that best meets your hospital's needs.



Standing Veterinary  
Anesthesia Machine  
#51112

1 Flowmeter | 2 E-Tank Yokes

# Purchasing New Equipment

[Click here to see our Anesthesia Machines online.](#)

A.M. Bickford's equipment is reliable and effective and will support safe and surgical procedures for years to come. We are a small family business and the equipment carries our family name. For assistance, feel free to call our team at 1-800-795-3066.

## FINANCIAL CONSIDERATIONS

The equipment cost is a key factor in your decision. The price of anesthesia machines can vary significantly depending on the features and accessories. Be sure to select a machine that fits your hospital's budget.

- Research anesthesia machines and talk to trusted advisors.
- Understand the total cost of ownership. Factor in the additional accessories included with the purchase or needed to use the machine.

Adult Unilimb  
Breathing Circuit  
#06830



Once you have completed your research and established your budget, consider how to pay for the anesthesia machine and vaporizer. Paying with cash (by check or with a terms account), credit card, or finance options each have advantages and disadvantages. Consider which option will work best for you and your preferences, spending habits, financial situation, and personal financial goals.

- Paying with cash can help you to stick to a budget and be disciplined on financial decisions. But once you pay, the money leaves your account right away.
- Credit cards are convenient and transactions happen faster. However, you risk paying additional monthly interest charges.
- Financing allows buyers to spread their payments over a longer period of time. But it can be expensive, as it often involves interest rates, monthly payment plans, and other fees that can add up quickly.

Finally, take advantage of Section 179 tax code during tax season.

- This tax code lets businesses immediately deduct the full purchase price of certain qualifying property and equipment.
- For more information, visit the IRS website or work with your financial advisor.



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Isoflurane  
 Vapomatic™ Vaporizer  
 #20010



**STANDARDIZING MACHINES**  
 At a high level, all anesthesia machines and vaporizers work the same way – a series of systems working together to deliver anesthesia to the patient. But anesthesia machines and vaporizers from different manufactures have slightly different designs. For example, a critical component like a flush valve could be located in a different area.

We strongly suggest that you standardize, and use the same anesthesia machine throughout your hospital. There are two key benefits:

- Your staff can build up a knowledge base about the equipment, which enables them to predict and prevent potential problems.
- Your company can stock a larger quantity of spare parts, which can reduce downtime caused by equipment failures.

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## MAINTENANCE

It is important to select a machine that has proven to be reliable and is easy to use and maintain. A.M. Bickford's anesthesia equipment built to last. But, just like a car, over time, the equipment needs service and maintenance.

- A.M. Bickford provides FREE Equipment Loaners for SuperSorber CO2 Absorbers and Vapomatic™ Vaporizers. The loaner enables you to maintain your surgical schedule while we service and repair your A.M. Bickford equipment.
- When we receive your Bickford equipment, we disassemble it, clean all components and parts, and check for defects. Then we reassemble your equipment with new seals, "o" rings and gaskets. Finally, we leak-test and calibrate it, per our guidelines and standards.





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## ADDITIONAL CONSIDERATIONS TO GUIDE YOUR PURCHASING DECISION

A.M. Bickford wants to understand your needs so we can recommend the best anesthesia machine and vaporizer for your hospital. Below are questions and suggestions to help guide your purchasing decision. Remember, A.M. Bickford is here to help you. For more information about A.M. Bickford anesthesia machines and vaporizers visit our website.

### What type of anesthesia machine do you need?

Standing Model, Table Top or Wall-Mounted Anesthesia Machine. A.M. Bickford manufactures all three types of machines in different configurations. Feel free to call us at 1-800-795-3062.

### Who is the manufacturer of the current equipment?

Consider standardizing on your current equipment. Ask your team members what they like and don't like about the equipment.

### Do you need a new anesthetic vaporizer?

Yes or No

### What anesthetic gas will you need?

Isoflurane or Sevoflurane.

A.M. Bickford Vapomatic™ Vaporizers are available in both Isoflurane and Sevoflurane.

### What type of oxygen delivery system do you have?

Oxygen concentrator or Oxygen tanks

### What additional accessories will you need?

Breathing circuits, animal masks, non rebreathing systems, F/AIR, endotracheal tubes, oxygen hoses, and D.I.S.S connectors. A.M. Bickford has a full line of veterinary supplies, and keeps all supplies and accessories in stock.

### What accessories are included with purchase?

Confirm that additional accessories are included with your machine. The purchase of an A.M. Bickford anesthesia machines include breathing circuits, breathing bags and the F/AIR Kit.

### What is your budget for the equipment?

Research online and talk to trusted advisors. We offer a discount when you bundle a Vapomatic™ Vaporizer with a Standing Model anesthesia machine. Feel free to call us at 1-800-795-3062.

### How will you pay for the equipment?

Cash, Credit, or Finance

### When and how will you receive the equipment?

Due to material constraints, equipment can be on backorder or delayed. Ask the manufacturer or distribution partners about inventory status, estimated ship dates and shipment tracking information. A.M. Bickford anesthesia machines and vaporizers are in stock and shipped within 24 hours of receiving the order.

### Will you have to invest time in assembling the equipment when it is delivered?

A.M. Bickford machines are in stock, and shipped assembled.

### What is the maintenance schedule for the new equipment?

Replacement parts available, manufacturer warranty and service support. A.M. Bickford provides FREE equipment loaners for SuperSorber™ CO<sub>2</sub> Absorbers and Vapomatic™ Vaporizers. The loaner enables you to maintain your surgical schedule while we service and repair your A.M. Bickford equipment.