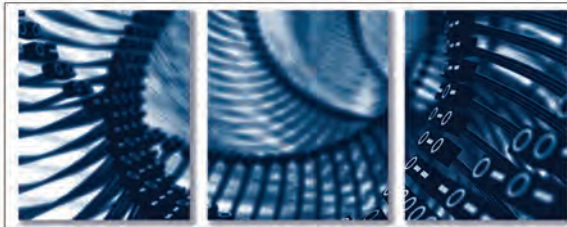


MEDICAL DEVICE MAKERS

| Rank Prev. Rank | Company •Address | •Website •Email | OC employees •yearly % change | Companywide employees •yearly % change | Partial list of products | Parent company •Headquarters | Top local official(s) •Title •Phone/fax |
|-----------------------|---|--|----------------------------------|---|--|---|---|
| 1 (1) | Edwards Lifesciences Corp. 1 Edwards Way Irvine 92614-5688 | edwards.com | 3,702 10% | 10,668 10% | Transcatheter heart valves, surgical heart valves, catheters, hemodynamic and pressure monitoring systems | Edwards Lifesciences Corp. Irvine | Michael Mussallem chairman/CEO (949) 250-2500/(949) 250-2525 |
| 2 (2) | Applied Medical Resources Corp. 22872 Avenida Empresa Rancho Santa Margarita 92688-2650 | appliedmedical.com contact@appliedmedical.com | 2,593 15.2% | 3,498 6.1% | Less-invasive surgery devices | Applied Medical Resources Corp. Rancho Santa Margarita | Said Hilal CEO (949) 713-8000/(949) 713-8200 |
| 3 (3) | B. Braun Medical Inc. 2525 McGaw Ave. Irvine 92614-5841 | bbraunusa.com | 1,300 0% | 46,000 ⁽¹⁾ NA | Intravenous devices, pumps, IV sets, dialysis equipment | B. Braun Melsungen AG Melsungen, Germany | Russ Gall VP/general manager (949) 660-2000 |
| 4 (4) | Beckman Coulter Inc. 250 S. Kraemer Blvd. Brea 92821-6232 | beckmancoulter.com | 1,100 0% | 10,500 0% | Laboratory, research, testing instruments, supplies, hospital diagnostics | Danaher Corp. Washington, D.C. | Arnd Kaldowski president (714) 993-5321/(800) 232-3828 |
| 5 (7) | Medtronic Neurovascular⁽²⁾ 9775 Toledo Way Irvine 92618-1811 | medtronic.com | 900 ⁽¹⁾ NA | 88,000 -4.3% | Neurovascular disorder devices | Medtronic PLC Dublin, Ireland | Brett Wall president/VP, Neurovascular, Medtronic (949) 837-3700 |
| 6 (5) | Alcon Research Ltd. 15800 Alton Parkway Irvine 92618-3818 | alcon.com | 877 -17% | 19,684 -10.5% | Eye surgery devices | Novartis AG Basel, Switzerland | Edward Richards VP/general manager (949) 753-1393 |
| 7 (6) | MicroVention Inc. 1311 Valencia Ave. Tustin 92780-6447 | microvention.com | 800 0% | 19,934 3.5% | Neuroendovascular technologies for the treatment of vascular diseases in small vessels | Terumo Corp. Tokyo | Richard Cappetta CEO/president (714) 247-8000 |
| 8 (8) | Medtronic Heart Valves 1851 E. Deere Ave. Santa Ana 92705-5720 | medtronic.com | 672 4.2% | 88,000 -4.3% | Tissue heart valves | Medtronic PLC Dublin, Ireland | Daniel Glazerman Sr. manufacturing director/site leader (949) 474-3943/(949) 474-3953 |
| 9 (9) | Toshiba America Medical Systems Inc.⁽³⁾ 2441 Michelle Drive Tustin 92780-7047 | medical.toshiba.com | 639 2.7% | 1,064 0.8% | Diagnostic imaging equipment | Toshiba Medical Tokyo | Shuzo Yamamoto CEO/president (714) 730-5000 |
| 10 (10) | KaVo Kerr Group 1717 W. Collins Ave. Orange 92867-5422 | kavokerrgroup.com | 600 ⁽¹⁾ NA | 65,000 ⁽¹⁾ NA | Dental products | Danaher Corp. Washington, D.C. | Damien McDonald group president (800) 537-7824 |
| 11 (11) | Masimo Corp. 52 Discovery Irvine 92618-3105 | masimo.com | 585 8.7% | 3,756 10.6% | Vital sign monitors | Masimo Corp. Irvine | Joe Kiani founder/chairman/CEO (949) 297-7000/(949) 297-7499 |
| 12 (12) | Abbott Medical Optics 1700 E. St. Andrew Place Santa Ana 92705-4933 | amo-inc.com | 525 0% | 4,300 4.3% | Cataract, laser vision correction, eye care technologies | Abbott Laboratories Abbott Park, Ill. | Thomas Frinzi president, Abbott Medical Optics (714) 247-8200/(714) 247-8672 |
| 13 (14) | St. Jude Medical Inc. 2375 Morse Ave. Irvine 92614-6233 | sjm.com info@sjm.com | 500 18.5% | 18,000 12.5% | Medical technologies that focus on heart failure, atrial fibrillation, neuromodulation, traditional cardiac rhythm management and cardiovascular | St. Jude Medical Inc. St. Paul, Minn. | Vinh Pham director of operations (949) 769-5000/(949) 769-5144 |
| 14 (13) | Advanced Sterilization Products (ASP) 33 Technology Drive Irvine 92618-2346 | aspji.com aspserve@aspus.jnj.com | 450 ⁽¹⁾ NA | 675 ⁽¹⁾ NA | Infection prevention solutions in terminal sterilization and high-level disinfection for healthcare facilities | Johnson & Johnson New Brunswick, N.J. | Shlomi Nachman company group chairman, Johnson & Johnson (800) 595-0200 |
| 15 (15) | Endologix Inc. 2 Musick Irvine 92618-1631 | endologix.com customerservice@endologix.com | 350 ⁽¹⁾ NA | 619 4.9% | Devices to treat aortic disorders | Endologix Inc. Irvine | John McDermott chairman/CEO (949) 595-7200/(949) 699-9622 |
| 16 (16) | Nobel Biocare 22715 Savi Ranch Parkway Yorba Linda 92887-4609 | nobelbiocare.com info.usa@nobelbiocare.com | 295 ⁽¹⁾ NA | 2,487 ⁽¹⁾ NA | Restorative dental implants, other dental products | Nobel Biocare Holding AG Zurich, Switzerland | Tom Olsen president/general manager (714) 282-4800/(714) 998-9236 |



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Abbreviations: NR: not ranked; NA: not applicable
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⁽¹⁾ Business Journal estimate

⁽²⁾ Previously listed as Covidien PLC; Medtronic PLC acquired Covidien in January 2015

⁽³⁾ Toshiba America Medical Systems was sold to Tokyo-based Canon Inc. in March 2016

Researched by Dana Truong

MEDICAL DEVICE MAKERS

| Rank Prev. Rank | Company •Address | •Website •Email | OC employees •yearly % change | Companywide employees •yearly % change | Partial list of products | Parent company •Headquarters | Top local official(s) •Title •Phone/fax |
|-----------------------|---|---|----------------------------------|---|---|---|--|
| 17 (17) | CareFusion, a BD Company 22745 Savi Ranch Parkway Yorba Linda 92887-4668 | carefusion.com | 270 ⁽¹⁾ NA | 49,517 61.7% | Ventilators, respiratory support devices, pulmonary/exercise diagnostic devices, sleep diagnostics devices | Becton, Dickinson and Company Franklin Lakes, N.J. | Dan Woolson president, respiratory solutions, BD (714) 283-2228 |
| 18 (18) | 3M ESPE Dental Products 2111 McGaw Ave. Irvine 92614-0908 | 3m.com | 267 ⁽¹⁾ NA | 89,446 -0.4% | Restorative composites, adhesives, crowns, impressions, implants, other dental products | 3M Co. St. Paul, Minn. | David Goldinger plant manager (949) 863-1360 |
| 19 (19) | Baxter International Inc. 17511 Armstrong Ave. Irvine 92614-5725 | baxter.com | 250 0% | 49,000 -2% | IV medications, solutions, sets, and infusion pumps; dialysis products; anesthesia and biosurgery products; pharmacy compounding automation systems | Baxter International Inc. Deerfield, Ill. | Vincent Marchionni general manager (949) 474-6301 |
| 20 (20) | Interpore Cross International LLC (dba Zimmer Biomet) 181 Technology Drive Irvine 92618-2402 | zimmerbiomet.com | 200 ⁽¹⁾ NA | 17,500 75% | Synthetic tissue, bone products, implant systems | Zimmer Biomet Warsaw, Ind. | Jeffrey Binder CEO/president, Biomet Inc. (949) 453-3200/(949) 453-3225 |
| 21 (21) | ICU Medical Inc. 951 Calle Amanecer San Clemente 92673-6212 | icumed.com customerservice@icumed.com | 165 10% | 2,819 15.2% | Needlefree infusion systems, hospital pharmacy compounding and safe handling systems, hemodynamic monitoring systems | ICU Medical Inc. San Clemente | Vivek Jain/Scott Lamb/Steve Riggs/ Alison Burcar/Tom McCall chairman, CEO/CFD/VP, operations/VP, general manager, infusion/VP, general manager, critical care (949) 366-2183/(949) 366-8368 |
| 22 (22) | CODAN US Corp. 3511 W. Sunflower Ave. Santa Ana 92704-6944 | codanuscorp.com customercare@codanuscorp.com | 135 ⁽¹⁾ NA | 1,600 ⁽¹⁾ NA | IV therapy products | Codan Medizinische Gerate Lensahn, Germany | Bernd Larsen president (714) 545-2111/(714) 545-9111 |
| 23 (23) | Biolase Inc. 4 Cromwell Irvine 92618-1816 | biolase.com info@biolase.com | 117 ⁽¹⁾ NA | 200 -4.8% | Lasers, imaging equipment, other devices for dentistry, medicine | Biolase Inc. Irvine | Harold C. Flynn Jr. CEO/president (949) 361-1200/(949) 273-6677 |
| 23 (NR) | Glaukos Corp. 26051 Merit Circle, Ste. 103 Laguna Hills 92653-7008 | glaukos.com | 117 50% | 233 57.4% | iStent Trabecular Micro-Bypass Stent | Glaukos Corp. Laguna Hills | William Link/Thomas Burns chairman/CEO, president (949) 367-9600/(949) 367-9984 |
| 25 (24) | Sechrist Industries Inc. 4225 E. La Palma Ave. Anaheim 92807-1815 | sechristusa.com info@sechristusa.com | 99 ⁽¹⁾ NA | 115 ⁽¹⁾ NA | Hyperbaric oxygen chambers and neonatal respiratory equipment | Sechrist Industries Inc. Anaheim | Ed Pulwer/John Razzano CEO, president/general manager (714) 579-8400/(714) 579-0814 |

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|-------------------|--|--|-------------------------|--------------------------|---|---|--|
| 26 (25) | Halyard Health 43 Discovery Drive, Ste. 100 Irvine 92618-3770 | halyardhealth.com info@hyh.com | 95 4.4% | 12,000 0% | IV devices, acute care and surgical products for drug delivery | Halyard Health Inc. Alpharetta, Ga. | Roger Massengale general manager of acute pain (949) 923-2400 |
| 27 (26) | Tenacore Holdings Inc. 1525 E. Edinger Ave. Santa Ana 92705-4907 | tenacore.com customerservice@tenacore.com | 87 ⁽¹⁾ NA | 92 ⁽¹⁾ NA | Probes, sensors, cables | Tenacore Holdings Inc. Santa Ana | Peter Bonin III/Richard Caso CEO/president (800) 297-2241/(866) 776-3101 |
| 28 (27) | VQ OrthoCare 18011 Mitchell S. Irvine 92614-6007 | vsqorthocare.com info@vsqorthocare.com | 82 ⁽¹⁾ NA | 180 ⁽¹⁾ NA | Products for bone, joint and soft-tissue conditions | VQ OrthoCare Irvine | Jim Knappe CEO/president (800) 266-6969 |
| 29 (28) | Freedom Innovations LLC 3 Morgan Irvine 92618-1917 | freedom-innovations.com | 61 ⁽¹⁾ NA | 184 ⁽¹⁾ NA | Lower limb prosthetics, carbon fiber feet, microprocessor controlled knees and ankles | Freedom Innovations LLC Irvine | David A. Smith chairman/CEO (949) 672-0032/(949) 672-0084 |
| 30 (29) | AcuFocus Inc. 32 Discovery, Ste. 200 Irvine 92618-3161 | acufocus.com info@acufocus.com | 51 0% | 70 0% | The KAMRA inlay for the surgical treatment of presbyopia; the AcuTarget HD Instrument, a diagnostic tool for pre- and post-operative assessment; the IC-8 IOL | AcuFocus Inc. Irvine | Al Waterhouse president/COO (949) 585-9511 |
| 31 (31) | R&D Medical Products Inc. 20492 Crescent Bay Drive, Ste. 106 Lake Forest 92630-8848 | rdmedicalproducts.com dsheraton@rdmedicalproducts.com | 38 2.7% | 39 2.6% | Cardiology devices | R&D Medical Products Inc. Lake Forest | David A. Sheraton Sr. CEO/president (949) 472-9346/(949) 472-9347 |
| 32 (32) | eVent Medical Ltd. 60 Empire Drive Lake Forest 92630-2244 | event-medical.com k.inoue@event-medical.com | 29 -9.4% | 45 -4.3% | Ventilation devices | eVent Medical Ltd. Lake Forest | Kirk Inoue chairman/CEO (949) 900-1917/(949) 900-1905 |
| 33 (30) | Trimedyne Inc. 5 Holland, Ste. 223 Irvine 92618-2579 | trimedyne.com info@trimedyne.com | 25 -16.7% | 30 0% | Surgical lasers | Trimedyne Inc. Irvine | Glenn D. Yeik CEO (949) 951-3800/(949) 855-8206 |
| 34 (33) | Valeant Pharmaceuticals International Inc. 50 Technology Drive Irvine 92618-2301 | valeant.com | 15 ⁽¹⁾ NA | 22,000 31% | Cataract, refractive surgery products | Valeant Pharmaceuticals International Quebec, Canada | Joseph C. Papa chairman/CEO (949) 461-6000 |
| 35 (34) | Interventional Spine Inc. 13700 Alton Parkway, Ste. 160 Irvine 92618-1618 | i-spineinc.com ir@i-spineinc.com | 11 ⁽¹⁾ NA | 11 ⁽¹⁾ NA | Designs, develops, and markets patented implantable devices for the spine that can be deployed via percutaneous techniques | Interventional Spine Inc. Irvine | Walter A. Cuevas/Jane Metcalf/Joseph G. Darling CEO/VP, quality, clinical and regulatory/ VP, COO (949) 472-0006/(949) 472-0016 |

Abbreviations: NR: not ranked; NA: not applicable
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⁽¹⁾ Business Journal estimate

Employment Up at Biggest Medical Device Makers

Local Public Companies Lead; Net Gain of 970 Workers

■ By PAUL HUGHES

Medical device makers with operations in Orange County added nearly 1,000 employees over the past 12 months for a growth rate of nearly 6%, according to Business Journal research.

The 35 companies on this week's list of device makers combined to employ 18,002 workers through August, up from 17,032 last year.

Headcounts range from 11 at No. 35 Irvine-based **Interventional Spine Inc.** to more than



3,700 at **Edwards Lifesciences Corp.**, our list's No. 1.

Three local companies—Edwards, No. 11 **Masimo Corp.**, and No. 23 **Glaukos Corp.**—accounted for much of the increase.

■ Edwards, a heart valve maker in Irvine, grew local employment 10% to 3,702, up from 3,365 last year.

■ Masimo, a patient-monitoring device maker also based in Irvine, hiked its worker total 8.7% to 585, up from 538 year-over-year.

■ Glaukos, a glaucoma-treatment device maker in Laguna Hills, showed the highest percentage growth of any ranked firm, up 50% to 117, from 78 last year.

Glaukos has matched its 50% growth in employees with a 50% expansion in office and manufacturing space.

It has leased about 38,000 square feet in San Clemente, up from its 24,000-square-foot office in Laguna Hills and plans to move its headquarters there later this year.

BMOC

Edwards' increase came to 337 workers—more than the entire work forces at more than half of the companies on the list.

“Edwards invests aggressively in structural heart disease and critical care technologies,” **Christine McCauley**, Edwards' corporate vice president of human resources, said via email.

She said the new hires “support research and development, manufacturing,” and other areas.

Companywide Edwards employs 10,668 people, a total that was up 10% for the year.

Masimo (see related story, page 3) has seen steady growth on several fronts over the last year—greater adoption of its Root patient-monitoring system platform, an increase in market cap from \$2 billion last year to about \$3 billion in recent trading, and another 47 employees in Orange County.

Companywide Masimo has 3,756 employees, up 10.6% from 3,396 last year.

Glaukos debuted on the list this year, and reported 233 employees companywide—an increase of 57%.

It raised \$118 million on its initial public



McCauley: human resources chief said Edwards employment increase comes as company invested in 'structural heart disease and critical care technologies'

offering in June 2015.

Shares initially set to be offered at \$13 to \$15 were upped to \$18 just before the offering and the first trade happened at about \$29.

Shares traded recently at about \$32 for a \$1 billion market cap.

“The increase in our Orange County employee base reflects primarily the continuing adoption of our flagship iStent glaucoma device, the ongoing implementation of our longer-term strategic growth plans and our transition to a public company in 2015,” a company spokesperson said via email.

Employee growth for Glaukos was split between Orange County and other sites: about 40 were added here and 45 elsewhere.

The spokesperson said the device maker has about 70 field salespeople in the United States, and direct sales operations in Germany, Australia, Canada and Japan.

Movement

There was some jockeying for position among the 10 largest medical device employers in Orange County.

The first four—Edwards at No. 1; **Applied Medical Resources Corp.** in Rancho Santa Margarita at No. 2; **B. Braun Medical Inc.** in Irvine at No. 3; and **Beckman Coulter** in Brea at No. 4—kept their slots year-over-year. Applied Medical added 343 workers for a 15.2% growth spurt. Braun and Beckman held steady at 1,300 and 1,100 employees, respectively.

The next three companies—**Medtronic Neurovascular** in Irvine, **Alcon Research Ltd.** in Irvine, and **MicroVention Inc.** in Tustin—shuffled positions.

No. 7 MicroVention kept its 800 workers but toggled slots because of moves by Medtronic and Alcon.

No. 5 **Medtronic Neurovascular**—formerly **Covidien Plc.** and now part of **Medtronic Inc.** in Minnesota—came in at 900 workers; a second Medtronic division, which makes heart valves, employs 672 in Santa Ana.

No. 6 **Alcon** has its U.S. operations in Ft. Worth, Texas, and is owned by **Novartis AG** in Basel, Switzerland, a \$191 billion-market cap pharmaceutical company.

Alcon was one of the few decliners on the list—cutting local staff by 180 workers or 17%, from 1,057 last year to 877 this year.

Companies that round out the top 10—the Medtronic heart valve unit at No. 8, **Toshiba America Medical Systems Inc.** in Tustin at No. 9, and **KaVo Kerr Group** in Orange at No. 10—showed modest growth.

No. 11 **Masimo** and No. 12 **Abbott Medical Optics** in Santa Ana also held their spots.

No. 13 **St. Jude Medical Inc.**, a cardiovascular device maker in Irvine, added 78 employees for a total of 500, good for growth of 18.5%.

St. Jude's Minnesota-based parent agreed in April to be acquired by **Abbott Laboratories** in Abbott Park, Ill., for \$25 billion. ■

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