



# Is It Time To Replace Your AED? Exclusive Offers For Suffolk County Dental Society Members

## Background

First approved for public use in the 1970s, an Automated External Defibrillator (AED) is a computerized medical device that can be used to reverse some lethal heart rhythms during cardiac arrest. While it does not take the place of high-quality CPR, it is the only definitive treatment modality available to the public, outside of a hospital or advanced life support (paramedic-level staffed) ambulance.

On **January 1, 2012**, the New York State Dental AED Law (S2923) went into effect. Every dentist in New York State, regardless of practice size, is required to have and properly maintain an AED. This means that the device and all consumable items-- electrode pads and batteries must be approved by the FDA and maintained in accordance with manufacturer guidelines. Only items within currently expiry are allowed to remain in service. In addition, the device must be capable of recording data during a resuscitation attempt, and that data **MUST** be forwarded to the local Medical Control authority within 72 hours. Non-compliance with any part of this law is subject to disciplinary action held against your dental license by the New York State Education Department Office of the Professions.

As an added layer of protection, every AED manufacturer offers both a warranty for their products, and a statement of indemnification—a promise to stand behind the user when a properly maintained unit becomes the subject of civil litigation. If you purchased your AED prior to 2015, the warranty and indemnity have likely expired.

In the 40+ years since they were first developed, and 11 years since this law first went into effect, the technology available has advanced. While the original AED technology uses a one-size-fits all approach to defibrillation, newer technologies utilize data from the patient (i.e. body mass index, amplitude of a fibrillation wave) to determine an appropriate shock dose. Newer units will increase subsequent shock doses as the heart becomes increasingly refractory to defibrillation resulting from hypoxia and consequent fermentation. In support of the current push toward high-quality CPR, newer AEDs are equipped with technology that can measure the depth and rate of chest compressions administered by the resuscitation team and will provide real-time feedback to improve and maintain high-quality CPR, reducing the effects of hypoxia and fermentation.

Some newer units are also able to recognize and properly treat Supraventricular Tachycardia (SVT) through cardioversion, something that cannot be accomplished with older technology. Delivery of shocks in some newer units may also be fully automatic, reducing the need to depend on a human to push the shock button in a potentially high-stress moment.

Scan the QR Code, [click here](#), or call / text 631-849-4978 to learn more about your AED, the technology it has inside, and its current market value.



The first AED, designed by Arch Diack, W. Stanley Welborn and Robert Rullman. Photo credit: the National EMS Museum.



## Units That MUST Be Replaced IMMEDIATELY

The following AEDs have been discontinued, are no longer supported by the manufacturer, do not have FDA-approved electrode pads and batteries available, and no longer carry ANY manufacturer warranty or indemnity. In addition, the software in the units is NOT compliant with the same 2010 Emergency Cardiac Care (ECC) Guidelines taught in modern-day CPR classes, and will not behave as expected during a resuscitation effort. These units cannot reliably affect a rescue, leaving you essentially without any AED available for your office.



- Burdick Cardiovive
- Cardiac Science Survivalink
- HeartSine Samaritan 300
- Philips Forerunner, FR-2, FR-3
- Physio Control Lifepak 500
- Welch Allyn AED 10 or 20

While these AEDs have no trade-in value, free disposal is available with the purchase of any replacement AED.

## Units That Should Be Replaced VERY SOON

To maximize the investment you already made, any unit that is outside of its warranty / indemnity period should be replaced while there is some trade-in value left. This especially includes the popular Philips Onsite and FRx model AEDs.



Philips continues to experience quality control issues with their monitor / defibrillator products and is currently operating under consent decree by the FDA. This forced Philips to suspend some operations from November 2017 until April 24, 2020. This past summer, Philips announced additional quality control problems with their electrode pads in which the glue may discolor or fold upon itself. According to their letter, there are no plans to fix the problem—instead Philips suggests unfolding the glue on the pads and ignoring discoloration during a rescue. For the past year and a half, pads and batteries have taken 6 – 12 months for delivery.

Philips purchased the Onsite and FRx designs in 2000 when it acquired Agilent healthcare group. Twenty-two years later, the same rudimentary technology exists within both models.

## **Replacement AED Models**

The Suffolk County Dental Society and Have Dummy Will Travel have teamed up to offer you the following **EXCLUSIVE** offers to replace your current AED.

### **Defibtech Lifeline**



This AED utilizes standard technology that has not evolved much from the original 40-year-old design. However, a new unit does offer the benefits of a warranty / indemnity for the next eight years, technical and customer support for the unit, availability of manufacturer and FDA-approved electrode pads and batteries, and compliance with the New York State Dental AED Law (S2923).

This unit is available to deliver a shock both manually and fully automatically. Most standard-technology units do not have this feature.

### **Cardiac Science Powerheart G5**



The technology in this unit is truly amazing. In addition to a seven-year warranty/indemnity, technical and customer support for the unit, availability of manufacturer and FDA-approved electrode pads and batteries, and compliance with the New York State Dental AED Law (S2923), every technological advancement described above is available in this unit. In addition, this is the only AED unit on the market that offers a power gauge for users to easily determine the battery life that remains.

The cost of replacement of the battery and pads is greater than other units on the market.

### **Cardiac Science Powerheart G3**



This unit is no longer in production, as it has been replaced by the upgraded Cardiac Science G5. However, all of the technology of the G5 is still inside this unit, except the rate and depth of compressions cannot be measured and subsequent feedback is not provided to rescuers. This unit is being offered as a recertified AED, with a four-year warranty. Batteries and pads are available for this unit for the foreseeable future. The replacement battery is a bit pricy, but the warranty will expire before a new battery is needed.



## Special / Trade-In AED Pricing Exclusively For For Have Dummy Will Travel, Inc. Clients

Effective January 1, 2023	Bronze Package	Silver Package	Silver Plus+ Package	Gold Package
AED Type	Recertified Cardiac Science G3 AED	Defibtech Lifeline Semi- automatic	Defibtech Lifeline Fully- Automatic	Cardiac Science G5 (Semi- or Fully Automatic)
Warranty	4 Years	8 years	8 years	7 years
Retail	\$995	\$1475	\$1600	\$2435
Shipping Costs	\$30	Free	Free	Free
SCDS Member Incentive (with maintenance agreement)		10% \$147.50	10% \$160	15% \$365.25
NYS Tax Credit	-\$500	-\$500	-\$500	-\$500
Trade-in old AED	-\$50	-\$50	-\$50	-\$50
Total Cost (with all credits)	\$475	\$777.50	\$890	\$1,522.75
Out of Pocket Expense Today	\$975	\$1,277.50	\$1,390	\$2,022.75

### Offer Conditions

- Member incentives are provided exclusively to members who agree to a maintenance agreement at NO ADDITIONAL COST. This agreement will allow Have Dummy Will Travel, Inc. to send replacement AED electrode pads within one month prior to expiry and battery replacement upon device warning with the promise of invoice payment on NET 30 terms. The agreement will be in force as long as the AED is owned by member.
- AED trade-in values are based upon Philips OnSite and FRx models. Other AEDs may have additional trade-in value. Please call / text to determine what, if any value, your current AED has.
- To qualify for the trade-in program, your old AED must be received within 10 calendar days of delivery of your new AED, no exceptions. Trade-ins not received in time are subject to additional fees.
- Pediatric pads can be added to any of the AEDs above, for an additional \$120 per set. The cost of these pads is added to the final "out of pocket" cost and is not subject to member incentive discounts.
- Filing for the NYS Tax credit is the responsibility of the member. Tax forms containing pertinent information will be provided upon completion of the final transaction.
- This offer requires payment via cash, check, money order, Zelle or Venmo only. An additional 3.99% service fee will be added to any credit card payments.
- Due to current global market supply chain problems, please allow several months for delivery of products. Orders containing pediatric pads may partial-ship.

## AED Comparisons<sup>†</sup>

	Philips Onsite	DefibTech Lifeline	Cardiac Science G3 Recertified	Cardiac Science G5
Battery Life (Manufacturer Warranty)	4 years	5 years (7-year option available)	4 years	4 years
Pads Life	2 Years	2 Years	2 years	2 Years
Warranty	8 years	8 years	4 years	7 years
Shock Delivery	Semi-Automatic Only	Fully Automatic Optional	Fully Automatic Optional	Fully Automatic Optional
Energy Delivery (Joules)	150 Joules Only	150 Joules Only	Customized Variable	Customized Variable
SVT Recognition	No	No	Yes	Yes
Estimated Cost to Own Over Warranty Period (Current Retail Prices)	\$400 or \$50 / year	\$400 or \$50 / year	\$55 or \$13.75 / year	\$550 or \$79.00 / year