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McKinley Medical Carves Out a New Niche in Pain Management

Aesthetic surgery is booming in America, thanks to extensive media coverage that gives the public an eye-opening view of what plastic surgeons can do. As the population ages, people seem determined to stay youthful and lean as long as possible, and many of them are opting for appearance-enhancing procedures.

A Colorado medical device company is taking advantage of this trend. McKinley Medical, LLC, based in Wheat Ridge, with a facility in Blackpool, Lancashire, England, provides infusion therapy for post-operative pain management. A leader in pain management systems for general and orthopedic surgery, McKinley currently targets three popular aesthetic/reconstructive procedures: abdominoplasty, breast augmentation and breast reconstruction.

According to the American Society of Plastic Surgeons' latest statistics, 101,000 abdominoplasties, 254,140 elective breast augmentations and 68,000 post-breast surgery reconstructions were performed in 2003.

"It makes sense for us to be in the aesthetic surgery market. We have carved out a nice niche in this field with our product and distribution strategies," says Richard "Randy" Hoffman, Pharm.D., McKinley's president. "Plastic surgeons are very approachable and it is a smaller market segment not aggressively pursued by other pain management companies."

Hoffman, with more than 20 years experience in the infusion pump and health care industries, has been with McKinley since the privately held company's inception in 1995 and was appointed president in 2001. Prior to joining McKinley, he helped Columbus, Ohio-based Medex, Inc., create European and Asia-Pacific business development and product development programs that established Medex as a leader in ambulatory infusion therapy in the United States.

His clinical and management expertise improved McKinley's operational efficiencies and helped the company develop manufacturing relationships for products like the ACCUFUSER® Post-op Pain Control Pump. The non-latex, disposable pump provides clinical benefits and increased patient satisfaction during recovery following cosmetic and reconstructive surgery.

Inserted intraoperatively at the surgical site, the McKinley Saturation Catheter™ connects to the ACCUFUSER® flow control tubing. When the pump is activated, the catheter delivers a continuous infusion of local anesthetic to the surgical site for up to five days. The device allows patients to control their own pain relief with a bolus-dose button, a feature that is especially beneficial in the first few days after surgery. Controlling infusion via a patented piston system also prevents sub-therapeutic dosing or toxic over infusions.

McKinley sees liposuction and bariatric surgery (gastric bypass to treat morbid obesity) as emerging areas of interest where the ACCUFUSER® could benefit patients post-surgically. Liposuction is the most popular of all cosmetic surgery procedures with 320,000 surgeries performed annually and represents significant opportunity for the company.

Hoffman views Colorado's medical device community as a forward-thinking arena in which to do business. "Our company is fortunate that Colorado has an outstanding resource pool of research, development, product engineering and support services," he confirms.

Note: This article is reprinted by permission from the Spring 2005 issue of The CBSA FOCUS newsletter. A link to a pdf of the entire issue is found below.



The ACCUFUSER® Post-Op Pain Control Pump features a unique bolus-dose button that patients can activate to relieve breakthrough pain after surgery.



Colorado BioScience ASSOCIATION

FOCUS is published quarterly by the Colorado BioScience Association, 1625 Broadway, Suite 950, Denver, CO 80202, with additional offices at Fitzsimons Bioscience Park and Fort Collins. Denise Brown, executive director. Phone 303-592-4072. A link to the CBSA website is found on the right.

FOCUS is edited, written and produced by the Sage Public Relations Group in collaboration with Griff/SMC. Design and production is by New Moon Communications. For editorial comments and content ideas contact Jon Pushkin, editor, 303-733-3441; jon@pushkinpr.com.

Maggie Chamberlin Holben, owner of this website, has recently joined the Board of Directors for the Colorado BioScience Association and is making this page available to the CBSA to enhance media awareness of the association and its members.



The ACCUFUSER® Post-Op Pain Control Pump with bolus-dose button and McKinley Saturation Catheter™.

[Link to a pdf of the Spring 2005 CBSA FOCUS Newsletter](#)

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