

# Manual Wheelchair Market Shares, Strategies, and Forecasts, Worldwide, 2012 to 2018

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## Abstracts

WinterGreen Research announces that it has a new study on Manual Wheelchair Market Shares and Forecasts, Worldwide, 2012-2018. The 2012 study has 365 pages, 110 tables and figures.

Reimbursement drives manual wheelchair markets. People pay for medical insurance and medical insurance pays for wheelchairs. The government provides people over age 65 with medical insurance in the US. New initiatives provide for universal healthcare coverage. In many parts of the developed world, there is complete medical coverage provided by the government, though working people tend to supplement government coverage with medical insurance.

As the population ages, people are more frail and need assistance for mobility. Hospital and homecare wheelchair technology is evolving to give people with disabilities more mobility. Mobility depends on a wheelchair that is fit to purpose. Are people going to move themselves? Are they going to be pushed around? Is the wheelchair used for sports? Many issues impact the choice of a wheelchair, including cost and reimbursement availability.

Markets are poised to create the ability for people to get more exercise and impact the healthcare delivery industry by encouraging mobility of people who were previously bed ridden. Wheelchairs impact care delivery, permitting the patient to control mobility for the rehabilitation efforts. Lightweight wheel chairs give patients the ability to control movement. Transport wheelchairs are used for moving patients from the bed to another place. Patients and family gain more control over the care delivery with the availability of transport wheelchairs. Care can be delivered in familiar settings.

Invacare is an industry leader in the market for manual wheelchairs, power wheelchairs, and home medical products. The leadership position is bolstered by the ability to offer quality products and an enviable distribution network. Invacare is very happy to take care of its distribution network, not competing with it by selling directly. Invacare is very good about supporting the dealers in every way, including helping with financing.

Invacare's manual wheelchairs are for use inside and outside the home, institutional settings, or public places. People who are chronically or temporarily disabled and require basic mobility can buy chairs with no frame modification. Invacare manual wheelchair lines include a range of light weight, ultra-lightweight, and sport product lines. These lines offer wheelchairs that accommodate diverse capabilities and unique needs of the individual from petite to bariatric sizes.

Invacare offers bundled wheelchair, respiratory, and patient care homecare products to the distribution network. This offering is positioned to have appeal to home medical equipment providers. Invacare has a very strong distribution network because of attention to bundling of best of breed products.

Invacare increased its lead in the wheelchair markets achieving 49% market share in 2011, increasing its share by several percent in the total market as a result of good marketing, execution of sales strategy, and growing revenue while there was a decline in the overall market size.

Sunrise Medical offers the extra lightweight and titanium wheelchairs Quickie 2. The Quickie 2 from Sunrise Medical has features and options. The folding chair has 64,000 configurations to customize the chair. It's versatility and well-established track record has made the Quickie 2 the premier choice of manual folding ultralight wheelchairs for over 25 years.

Standard wheelchair markets are forecast to grow modestly as new materials and more lightweight chairs increase efficiency in hospitals and nursing homes. Units are being manufactured more inexpensively in Asia, providing higher quality as less cost. Modular systems permit efficiencies of scale.

Manual wheelchair markets at \$1.8 billion in 2011 are expected to reach \$2.9 billion by 2018. Growth is expected to be a result of vendor achievement of marked improvements in the technology that provide patients and care givers with better wheelchairs. Improved efficiency is anticipated.

WinterGreen Research is an independent research organization funded by the sale of market research studies all over the world and by the implementation of ROI models that are used to calculate the total cost of ownership of equipment, services, and software. The company has 35 distributors worldwide, including Global Information Info Shop, Market Research.com, Research and Markets, Bloomberg, and Thompson Financial.

## Contents

### **OXYGEN CONCENTRATOR EXECUTIVE SUMMARY**

Complexion Of The Home Oxygen Market Is Changing  
Oxygen Concentrator Home Medical Market Driving Forces  
Change in Complexion Of The Home Oxygen Market  
Pressure To Reduce Costs As Part Of the Deficit Reduction Act (DRA)  
Homecare Services Model Replaces Distribution Model  
Portable Oxygen Concentrators (POCs)  
Portable Oxygen Concentrators  
Stationary Oxygen Concentrator Market Driving Forces  
Homecare Is Poised To Grow  
Oxygen Concentrator Market Shares  
Oxygen Concentrator Market Forecasts

### **1. OXYGEN CONCENTRATOR MARKET DESCRIPTION AND MARKET DYNAMICS**

- 1.1 Oxygen Concentrator Uses
  - 1.1.1 Portable Oxygen Concentrator Functions
  - 1.1.2 Separation Of Oxygen From Air
  - 1.1.3 Technical Trade-Offs Necessary To Design A Portable Oxyge- Concentrator (POC)
- 1.2 Oxygen Concentrator Insurance Coverage
- 1.3 The Goal of Oxygen Therapy
  - 1.3.1 How To Change The Amount of Oxygen In The Air We Breathe
  - 1.3.2 Oxygen Concentrator Components
  - 1.3.3 Lifestyle in the Home Health Care Business
  - 1.3.4 Portable Oxygen Concentrator Airline Travel
  - 1.3.5 Portable Oxygen Concentrator Pulse Mode
  - 1.3.6 Continuous Flow Portable Oxygen Concentrator
- 1.4 Types of Oxygen Systems
  - 1.4.1 Growth in Population over Age 65.
  - 1.4.2 Treatment Trends.
  - 1.4.3 Technological Trends.
  - 1.4.4 Health Care Cost Containment Trends.
  - 1.4.5 Society's Mainstreaming of People with Disabilities.
  - 1.4.6 Distribution Channels.
  - 1.4.7 Oxygen Therapy Systems

- 1.5 Oxygen Concentrator Applicable Population
- 1.6 Home Oxygen Concentrator Equipment Medicare Reimbursement
  - 1.6.1 Home Medical Equipment Market
  - 1.6.2 Home Health Care
- 1.7 Treatment Trends
  - 1.7.1 Competition Forms Basis Of U.S. Medical Care Services Delivery
- 1.8 European Homecare Market Trends
- 1.9 Marketing Globally
- 1.10 Market Drivers For Healthcare Cost Containment
- 1.11 Fundamental Shift In The Nature Of The Global Economy
  - 1.11.1 Managed Care Organization Impact
  - 1.11.2 Reasons Home Health Care Has Gained Wide-Spread Acceptance
  - 1.11.3 Managed Care Change In The Healthcare Industry
  - 1.11.4 Homecare For People With Long Term Disabilities
- 1.12 Homecare Market Growth Factors
  - 1.12.1 Growth In Population Over Age
- 1.13 Worldwide Homecare Information Systems Market Distribution
  - 1.13.1 Delivery Of Non-Acute Health Care
  - 1.13.2 Leveraging Distribution Channels
  - 1.13.3 Worldwide Homecare Information Systems Market Positioning
- 1.14 Increased Need For Information Technology
  - 1.14.1 Medical Error
- 1.15 Shortcomings Of Traditional Healthcare Information Systems
- 1.16 Homecare Information Systems Market Strategy
  - 1.16.1 Integrated Healthcare Information Technology Solutions
  - 1.16.2 Flexible Product-Delivery Options
  - 1.16.3 Leveraging Existing Customer Base
- 1.17 Homecare Information Systems Market Trends
  - 1.17.1 Clinician Support For Spending Less Time At The Desktop And More Time Taking Care Of Patients
- 1.18 Homecare Information System Software Market Shifts
  - 1.18.1 Characteristics Particular To The Homecare Information System Market
  - 1.18.2 Implementation Depends On Documentation Of Each Discipline Needs
  - 1.18.3 Home Care Services Billing Issues
  - 1.18.4 Prospective Payment System (PPS)
  - 1.18.5 Managed Care Requirements
  - 1.18.6 Oasis Home Health Agencies
- 1.19 Need For Automation Of Home Care Companies

## 2. OXYGEN CONCENTRATOR MARKET SHARES AND FORECASTS

### 2.1 Complexion Of The Home Oxygen Market Is Changing

- 2.1.1 Oxygen Concentrator Home Medical Market Driving Forces
- 2.1.2 Change in Complexion Of The Home Oxygen Market
- 2.1.3 Pressure To Reduce Costs As Part Of the Deficit Reduction Act (DRA)
- 2.1.4 Homecare Services Model Replaces Distribution Model
- 2.1.5 Portable Oxygen Concentrators (POCs)
- 2.1.6 Portable Oxygen Concentrators
- 2.1.7 Stationary Oxygen Concentrator Market Driving Forces
- 2.1.8 Homecare Is Poised To Grow
- 2.1.9 Unified Supply Network
- 2.1.10 Support For Distributors

### 2.2 Oxygen Concentrator Market Shares

- 2.2.1 Stationary and Home Fill Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011
- 2.2.2 Invacare HomeFill Oxygen System
- 2.2.3 Invacare Perfecto2
- 2.2.4 Invacare XPO2 Portable Concentrator
- 2.2.5 Invacare SOLO2 Portable Oxygen Concentrator
- 2.2.6 Philips Respironics EverGo Portable Oxygen Concentrator from Respironics FAA approved for air travel
- 2.2.7 Drive Medical
- 2.2.8 Graham-Field John Bunn Optium Oxygen Concentrator
- 2.2.9 Inogen Portable Oxygen Concentrator
- 2.2.10 Chart/CAIRE/SeQual
- 2.2.11 Inogen Product Development
- 2.2.12 Inogen Homecare Services Business
- 2.2.13 Nidek Medical
- 2.2.14 AirSep
- 2.2.15 Chart Industries/SeQual
- 2.2.16 Chart Industries/CAIRE
- 2.2.17 Teijin Group Home Oxygen Therapy in Japan
- 2.2.18 Teijin Group
- 2.2.19 Longfian Scitech Targets China, Africa, Russia, and the Arab Countries

### 2.3 Oxygen Concentrator Market Forecasts

- 2.3.1 Increased Demand For Oxygen Products
- 2.3.2 Invacare HomeFill Oxygen Therapy
- 2.3.3 Chinese Built Units Used Widely In Homecare, Hospitals, Clinics, Beauty Salons

## And In Sports

### 2.3.4 Transition From High End Stationary To High End Portable Oxygen Concentrators

#### 2.3.5 Low End Oxygen Concentrators

## 2.4 Oxygen Concentrator Forecast Unit Analysis

### 2.4.1 Telemedicine Being Integrated Into Homecare

### 2.4.2 Competitive Bidding Program Would Cut Reimbursement

### 2.4.3 Reimbursement Shifts

## 2.5 Oxygen Concentrator Medical Oxygen Systems Segment Analysis

## 2.6 Portable Oxygen Concentrators Market Shares

### 2.6.1 Philips Respironics EverGo

## 2.7 Portable Oxygen Market Forecasts

### 2.7.1 Pulse vs Continuous Flow

### 2.7.2 POC vs. Home Transfilling Systems

### 2.7.3 Portable Oxygen Concentrator Types

## 2.8 Oxygen Concentrator Prices

### 2.8.1 Oxygen Concentrator Prices

## 2.9 Oxygen Concentrator Regional Market Forecasts

### 2.9.1 Invacare Geographically Diverse

### 2.9.2 Teijin Pharma Home Healthcare Oxygen Concentrators In Japan

### 2.9.3 Japan

### 2.9.4 Nidek Global Presence

### 2.9.5 Gardner Denver Global Presence

### 2.9.6 Chart Industries Global Presence

## **3. OXYGEN CONCENTRATOR PRODUCT DESCRIPTION**

### 3.1. Oxygen Therapy

#### 3.1.1. Selected Oxygen Concentrator Products

#### 3.1.2. Stationary Home Oxygen Machines

### 3.2. Invacare HomeFill Oxygen System

#### 3.2.1. Invacare Stationary Oxygen Concentrators

#### 3.2.2. Invacare Perfecto2 Oxygen Concentrator

#### 3.2.3. Invacare Platinum 10 Concentrator

#### 3.2.4. Invacare Perfecto 5-Liter Concentrator

#### 3.2.5. Invacare Homefill System w/ Tanks

#### 3.2.6. Invacare Perfecto2 5-Liter Concentrator

#### 3.2.7. Invacare Perfecto2 5-Liter Concentrator

### 3.3. Philips – Respironics EverFlo Stationary Oxygen Concentrator



- 3.3.1. Philips – Respironics GoLox is a portable liquid oxygen device
- 3.3.2. Philips – Respironics Millennium M10 Concentrator
- 3.3.3. Philips – Respironics UltraFill home Oxygen System
- 3.4. John Bunn Oxygen Concentrator
  - 3.4.1. John Bunn Oxygen Concentrator
- 3.5. Drive Oxygen Concentrators
  - 3.5.1. Drive Solstice 5 Liter Home Oxygen Concentrator
- 3.6. Airsep
  - 3.6.1. AirSep NewLife Elite
  - 3.6.2. AirSep NewLife Intensity
  - 3.6.3. AirSep NewLife Intensity
  - 3.6.4. AirSep QuietLife
  - 3.6.5. AirSep OxiScan
  - 3.6.6. AirSep Oxygen Concentrators
- 3.7. Teijin
  - 3.7.1. Teijin Pharma Limited HI-SANSO 2U Oxygen Concentrator
  - 3.7.2. Teijin Group HI-SANSO 2U Energy Savings
- 3.8. Nidek
- 3.9. Chart/Caire/SeQual
  - 3.9.1. Chart/SeQual Technologies
  - 3.9.2. SeQual Technologies ATF Oxygen Concentrator Features and Benefits
  - 3.9.3. SeQual Integra 10 EZ Oxygen Machine
  - 3.9.4. SeQual ATF
  - 3.9.5. SeQual Technologies AFT
- 3.10. DeVilbiss iFill Personal Oxygen Station
  - 3.10.1. DeVilbiss iFill Personal Oxygen Station Intuitive Design
  - 3.10.2. DeVilbiss iFill Personal Oxygen Station Variety of iFill Cylinders
  - 3.10.3. DeVilbiss iFill Personal Oxygen Station Competitive Performance
  - 3.10.4. DeVilbiss iFill Personal Station Oxygen Supply Times Chart
- 3.11. Longfian Scitech Co.,Ltd.
- 3.12. Portable Oxygen Concentrators
  - 3.12.1. Portable Oxygen Concentrators
- 3.13. Invacare
  - 3.13.1. Invacare SOLO2 Portable Oxygen Products
  - 3.13.2. Invacare SOLO2 Transportable Concentrator
  - 3.13.3. Invacare Solo Portable Oxygen Concentrator
  - 3.13.4. Invacare XPO2 Portable Oxygen Concentrator
  - 3.13.5. Invacare XPO2 Portable Concentrator 6lbs
- 3.14. Inogen One G2 Portable Oxygen Concentrator



- 3.14.1. Inogen Oxygen Concentrator
- 3.14.2. Inogen
- 3.14.3. Inogen One G2 Portable Oxygen Concentrator
- 3.15. Philips – Respironics Oxygen Concentrators
  - 3.15.1. Philips Respironics EverGo
  - 3.15.2. Philips – Respironics EverGo Portable Oxygen Concentrator FAA Approved for Air Travel Use On Commercial Airlines
  - 3.15.3. Philips Respironics EVERGO
- 3.16. Chart/Sequal Eclipse 3 Portable- Constant-Flow And Pulse-Dose
  - 3.16.1. Sequal Eclipse Portable Oxygen Concentrator
  - 3.16.2. Sequal Eclipse 3 Portable Oxygen Concentrator
  - 3.16.3. Specifications for the Sequal Eclipse 3 Portable Oxygen Concentrator
- 3.17. DeVilbiss
  - 3.17.1. iGo Portable Oxygen Concentrator Model Numbers
  - 3.17.2. DeVilbiss iGo Portable Oxygen Concentrator
  - 3.17.3. DeVilbiss iiGo Product Highlights
- 3.18. AirSep
- 3.19. Inova Labs Life Choice Portable Oxygen Concentrator
- 3.20. Drive/Chad/Oxus Portable Oxygen Concentrator
- 3.21. Inova Labs LifeChoice Portable Oxygen Concentrator
- 3.22. Graham-Field/John Bunn Optium Oxygen Concentrator Description
  - 3.22.1. John Bunn Oxygen Concentrator
- 3.23. Oxlife
- 3.24. Gardner Denver Thomas Compressors

#### **4. OXYGEN CONCENTRATOR TECHNOLOGY**

- 4.1 Standardizing The Definition Of Liter Flow Equivalents
- 4.2 Oxygen Concentrator Air management
  - 4.2.1 Pressure Swing Adsorption (PSA) Technology
  - 4.2.2 Pressure Swing Adsorption Principles
  - 4.2.3 Pressure Swing Adsorption Principles
  - 4.2.4 Comparison of Conventional Oxygen Concentrators and Advanced Technology Fractionators
  - 4.2.5 SeQual Advanced Technology Fractionator (ATF)
  - 4.2.6 Advanced Technology Fractionator
  - 4.2.7 Conventional Oxygen Concentrators
  - 4.2.8 Multi Bed Oxygen Concentrators
  - 4.2.9 SeQual ATF Endurance Testing Status

- 4.3 Oxygen Concentrator Air Travel
- 4.4 Oxygen Conservation Devices
- 4.5 Types of Oxygen Systems
  - 4.5.1 Liquid Oxygen Systems
  - 4.5.2 Cylinder Oxygen Systems
  - 4.5.3 Oxygen Conserving Devices
- 4.6 CMS Reimbursement Codes
- 4.7 Oxygen Concentrator Compressors
- 4.8 Pulsation Detection Device
- 4.9 Technological Trends
  - 4.9.1 Ambulatory Oxygen
  - 4.9.2 Liquid Oxygen
  - 4.9.3 Oxygen Concentrators
  - 4.9.4 Medical Applications/Oxygen Concentrators
- 4.10 Medical Compressors
  - 4.10.1 Thomas Industries, Horizon Pump From Rietschle Thomas Targeted to Portable Oxygen Concentrators
- 4.11 Gast Compressor Medical Applications
- 4.12 Zeolite
- 4.13 Compressor For O2 Concentrators
- 4.14 UL Approval
- 4.15 UOP LLC
  - 4.15.1 UOP MOLSIV Adsorbents
  - 4.15.2 Molecular Sieves
- 4.16 Respiratory Disease Conditions
  - 4.16.1 Increased Demand Impacts Industry
  - 4.16.2 Bronchiectasis
  - 4.16.3 Chronic Bronchitis
  - 4.16.4 Chronic Obstructive Pulmonary Disease (COPD)
  - 4.16.5 Emphysema
  - 4.16.6 Muscular Dystrophy
  - 4.16.7 Respiratory Syncytial Virus (RSV)
- 4.17 Asthma
- 4.18 Ozone

## **5. HOMECARE OXYGEN CONCENTRATOR COMPANY PROFILES**

- 5.1 AirSep Corporation
- 5.2 American Medical Sales and Repair

### 5.3 Chart Industries

5.3.1 Chart Industries Storage And End-Use Of Hydrocarbon And Industrial Gases

5.3.2 Chart Industries Revenue Third Quarter 2011

5.3.3 Chart Industries Segment Highlights

5.3.4 Chart Industries Revenue

5.3.5 Chart Industries/CAIRE

5.3.6 Chart/CAIRE/Sequal

5.3.7 Chart Industries/SeQual Technologies

### 5.4 DeVilbiss Healthcare

5.4.1 DeVilbiss Healthcare Sleep Therapy

### 5.5 Drive Medical

5.5.1 Drive Medical Wheelchairs

5.5.2 Drive Medical Product Line

5.5.3 Drive Medical Facilities

5.5.4 Drive Medical Markets

5.5.5 Drive/CHAD Therapeutics

5.5.6 CHAD Acquired by Inovo

### 5.6 Gardner Denver/Thomas Compressors

5.6.1 Gardner Denver Thomas Medical

5.6.2 Gardner Denver Thomas Engineering Department

5.6.3 Gardner Denver Thomas OEM

5.6.4 Gardner Denver Thomas Product Industries

5.6.5 Thomas Vacuum Pumps, Compressors and Liquid Pumps

5.6.6 Gardner Denver Thomas Respiratory Therapy Product Design

5.6.7 Gardner Denver Thomas Embedded Control Systems

5.6.8 Gardner Denver Revenue

5.6.9 Gardner Denver/Robuschi

### 5.7 Graham Field

5.7.1 Graham Field Wheelchairs

5.7.2 Graham Field/John Bunn

5.7.3 Graham Field/John Bunn Optium Oxygen Concentrator

### 5.8 GeckoSystems International

### 5.9 IDEX/Gast

### 5.10 Inogen

5.10.1 Inogen Department of Veterans Affairs Contract

5.10.2 Inogen COPD Positioning

5.10.3 Inogen Product Development

5.10.4 Inogen One

5.10.5 Inogen Recognized For Its Innovation Within The Oxygen Therapy Industry

- 5.10.6 Inogen Acquires Breathe Oxygen Services (BOS),
- 5.11 Inova Labs
- 5.12 Invacare
  - 5.12.1 Invacare Acquisitions
  - 5.12.2 Invacare Net sales
  - 5.12.3 Invacare North American/Home Medical Equipment (NA/HME)
  - 5.12.4 Invacare Supply Group (ISG)
  - 5.12.5 Invacare Institutional Products Group (IPG)
  - 5.12.6 Invacare Europe
  - 5.12.7 Invacare Asia/Pacific
  - 5.12.8 Invacare Regional Revenue Position
- 5.13 Longfian Scitech Co.,Ltd.
- 5.14 Medline
  - 5.14.1 Medline Wheelchair with Microban Antimicrobial Protection
- 5.15 Merits
- 5.16 Nidek
- 5.17 Oxus
- 5.18 Oxygen Concentrator Depot
- 5.19 Oxygen Concentrator Inc.
- 5.20 Philips/Respironics
  - 5.20.1 Philips Addresses Healthcare Landscape
  - 5.20.2 Philips/Respironics Monitoring Solution Powered By Cinterion TC65i:
  - 5.20.3 Philips Sales
  - 5.20.4 Philips Healthcare Royal Philips Revenue
  - 5.20.5 Philips Sales
  - 5.20.6 Philips Healthcare
  - 5.20.7 Royal Philips Electronics/Respironics
  - 5.20.8 Philips Respironics
  - 5.20.9 Philips Respironics
- 5.21 Sunrise Medical
- 5.22 Teijin
  - 5.22.1 Teijin Group Home Oxygen Therapy Services in Japan
  - 5.22.2 Teijin and Tokyo Institute of Technology Develop Extra-Conductive Carbon Nanofiber with Unprecedented Structure
  - 5.22.3 Teijin Revenue and Highlights: FY11 2Q (November 1, 2011)
  - 5.22.4 Teijin Net sales
- 5.23 Terumo
- 5.24 UltraNeb
- 5.25 Vitality Medical

## 5.26 Weinmann

## List Of Tables

### LIST OF TABLES AND FIGURES

- Table ES-1 Oxygen Concentrator Home Medical Market Driving Forces
- Table ES-2 Home Medical Oxygen Concentrator Systems Market Factors
- Table ES-3 Portable Oxygen Concentrators (POCs) Market Driving Forces
- Table ES-4 Stationary Oxygen Concentrator Home Medical Market Driving Forces
- Figure ES-5 Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011
- Figure ES-6 Oxygen Concentrator Market Shipments Forecasts, Dollars, Worldwide, 2012-2018
- Table 1-1 Oxygen Concentrator Applicable Population
- Table 1-2 Marketing Globally
- Table 1-3 Homecare Market Growth Factors
- Table 1-4 Worldwide Homecare Information Systems Market Positioning
- Table 1-4 (Continued) Worldwide Homecare Information Systems Market Positioning
- Table 1-5 Strategies For Offering Technology Solutions To The Home Healthcare Industry
- Table 1-6 Homecare Information Systems Market Trends
- Table 1-7 Homecare Information System Software Characteristics
- Table 1-7 (Continued) Homecare Information System Software Characteristics
- Table 1-8 Market Characteristics For Evaluation of Homecare Information System Software Vendors
- Table 1-9 Home Care Services Billing Issues
- Table 1-10 JCAHO ORYX Requirements
- Table 1-10 (Continued) JCAHO ORYX Requirements
- Table 1-11 Home Care Standard Services Provided
- Table 1-12 Home Care Specialty Services Provided
- Table 1-13 Factors Relating To Value Of Home Health Care Over Institutional Care
- Table 2-1 Oxygen Concentrator Home Medical Market Driving Forces
- Table 2-2 Home Medical Oxygen Concentrator Systems Market Factors
- Table 2-3 Portable oxygen concentrators (POCs) Market Driving Forces
- Table 2-4 Stationary Oxygen Concentrator Home Medical Market Driving Forces
- Figure 2-5 Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011
- Table 2-6 Homecare Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011
- Table 2-7 Stationary and Home Fill Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011
- Figure 2-8 Oxygen Concentrator Market Shipments Forecasts, Dollars, Worldwide, 2012-2018

Figure 2-9 Homecare Oxygen Concentrator Market Forecasts, Shipments, Dollars, Worldwide, 2012-2018

Figure 2-10 High End Portable Comparison to High End Stationary Oxygen Concentrator Shipments, Percent, Market Forecast Units, Worldwide, 2012-2018

Table 2-11 High End Stationary and High End Portable Oxygen Concentrator Shipment Market Forecast Comparisons Units, Worldwide, 2012-2018

Table 2-12 Oxygen Concentrator Market Forecasts, Shipments, Units Worldwide, 2012-2018

Table 2-13 Oxygen Concentrator Market Forecasts, Shipments, Units Worldwide, 2012-2018

Table 2-14 Oxygen Concentrator Market Forecasts, Stationary and Portable Shipments, Dollars and Units, Worldwide, 2012-2018

Table 2-15 Worldwide Patients on Oxygen Market Forecasts Units and Dollars, Worldwide, 2012-2018

Figure 2-16 Portable Oxygen Concentrator Market Shares, Dollars, Worldwide, 2011

Table 2-17 Portable Oxygen Concentrator Shipment Market Forecasts, Units, Percent of Total Market, Worldwide, 2012-2018

Table 2-18 Selected Home Oxygen Stationary and Portable Machine Prices

Figure 2-19 Sequal, Invacare, Inogen, Philips Respironics, and Drive Oxygen Concentrator Prices.

Figure 2-20 Longfian Scitech Oxygen Concentrator Prices in Dollars

Figure 2-21 Oxygen Concentrator Homecare Regional Market Segments, 2011

Table 2-22 Oxygen Concentrator Homecare Regional Market Segments, 2011

Table 2-23 Oxygen Concentrator Shipment Market Forecasts by Region, Units, Worldwide, 2012-2018

Table 2-24 Worldwide Patients on Oxygen Market Forecasts Units and Dollars, Worldwide, 2012-2018

Figure 3-1 Selected Oxygen Concentrator Canister and Portable Products

Figure 3-2 Selected Oxygen Concentrator Comparison

Table 3-3 Stationary Home Oxygen Machines

Table 3-4 Invacare HomeFill Oxygen System

Figure 3-5 Invacare Perfecto2 5-Liter Concentrator with SensO2

Table 3-6 Invacare Perfecto2 Features

Table 3-7 Invacare Perfecto2 Code and Price

Figure 3-8 InvacarePlatinum 10 concentrator

Figure 3-9 Invacare Platinum 5LPM Concentrator Specifications

Table 3-10 Invacare Platinum 10 Concentrator Features

Figure 3-11 Invacare Perfecto2 5-Liter Concentrator

Table 3-12 Invacare Perfecto2 5-Liter Concentrator List Price



Table 3-13 Invacare Perfecto2 5-Liter Concentrator Features

Table 3-14 Invacare Perfecto2 5-Liter Concentrator Functions

Figure 3-15 Philips – Respironics EverFlo Stationary Oxygen Concentrator

Figure 3-16 Philips – Respironics GoLox is a portable liquid oxygen device.

Figure 3-17 Philips – Respironics Millennium M10 Concentrator

Figure 3-18 Philips – Respironics UltraFill home oxygen system

Table 3-19 John Bunn Oxygen Concentrator Machine Tubing

Table 3-20 John Bunn Oxygen Concentrator Features

Table 3-21 John Bunn Oxygen Concentrator Specifications

Figure 3-22 Drive Solstice 5 Liter Home Oxygen Concentrator

Table 3-23 Drive Medical Solstice Oxygen Concentrator Features

Table 3-24 Drive Solstice 5 Liter Oxygen Concentrator Specifications

Figure 3-25 Nidek Medical's Nuvo Lite

Figure 3-26 Nidek Nuvo Lite Oxygen Concentrator Specifications

Figure 3-27 Nidek Nuvo

Figure 3-28 Nidek Nuvo Specifications

Table 3-29 Chart/Caire/SeQual Oxygen Concentrator Functions

Table 3-30 SeQual Technologies Home Oxygen Concentrators Products:

Table 3-31 SeQual Technologies Home Oxygen Concentrators Specifications

Table 3-32 SeQual Integra 10 Liter Home Oxygen Concentrator

Figure 3-33 SeQual Technologies Integra 10 EZ Oxygen Machine

Table 3-34 SeQual Integra EZ Oxygen Concentrator 10 Features

Table 3-35 SeQual Technologies Oxygen Concentrator Control Buttons

Figure 3-36 SeQual Technologies ATF Oxygen Concentrators

Figure 3-37 Comparison of SeQual Technologies AFT 5 Liter Per Minute (lpm) Capacity vs. Conventional Oxygen Concentrator

Table 3-38 DeVilbiss iFill Personal Station Oxygen Supply Times Chart

Figure 3-39 DeVilbiss iFill Personal Station Oxygen Supply

Figure 3-40 Longfian Scitech Co.,Ltd. Oxygen Concentrator Products

Table 3-41 Portable Oxygen Concentrator O2 Machines

Table 3-42 Invacare SOLO2 Portable Oxygen Concentrator

Figure 3-43 Invacare Solo Portable Oxygen Concentrator

Table 3-44 Invacare Solo Portable Oxygen Concentrator Specifications

Table 3-45 Invacare Solo Portable Oxygen Concentrator Features:

Table 3-46 Invacare Solo Portable Oxygen Concentrator Alarms and safety systems:

Table 3-47 invacare Solo Portable Oxygen Concentrator Flow Control Settings, Power, And Noise Level

Table 3-48 Invacare Solo Portable Oxygen Concentrator Transportation and Settings

Table 3-49 Specifications for the Invacare XPO2 Portable Oxygen Concentrator

Table 3-50 Features for the Invacare XPO2 Portable Oxygen Concentrator  
Figure 3-51 Invacare XPO2 Lightest Portable Oxygen Concentrator  
Figure 3-52 Inogen One G2  
Table 3-53 Inogen One G2 Functions  
Table 3-54 Inogen One VS. Inogen One G2 Features  
Table 3-55 Philips – Respironics EverGo Portable Oxygen Concentrator Features  
Figure 3-56 Philips – Respironics EverGo Portable Oxygen Concentrators  
Figure 3-57 Philips EverGo Portable Oxygen Concentrator  
Figure 3-58 Philips Respironics Oxygen Concentrator Dosage Settings  
Figure 3-59 Philips Respironics Oxygen Concentrator Battery Life Comparison  
Figure 3-60 Philips Respironics EverGo  
Table 3-61 SeQual Eclipse Product Description  
Table 3-62 SeQual Eclipse  
Table 3-63 Specifications for the Sequal Eclipse 3 Portable Oxygen Concentrator:  
Figure 3-64 DeVilbiss 5-LPM Oxygen Concentrator  
Figure 3-65 DeVilbiss IGO Portable Oxygen Concentrator  
Figure 3-66 Drive Oxygen Concentrator  
Figure 3-67 Drive Chad Oxus Portable Oxygen Concentrator  
Figure 3-68 Drive Chad Oxus Portable Oxygen Concentrator Benefits  
Table 3-69 Specifications for the Oxus Portable Oxygen Concentrator:  
Figure 3-70 Inova Labs Portable Oxygen Concentrator  
Table 3-71 Graham-Field Optium Home Oxygen Concentrator Features & Benefits  
Table 3-72 John Bunn Oxygen Concentrator Portable Oxygen Concentrator System  
Table 3-73 John Bunn Oxygen Concentrator Smallest Portable Oxygen Concentrator Features  
Figure 3-74 John Bunn Oxygen Concentrator  
Figure 4-1 Oxygen Concentration Mechanism  
Figure 4-2 Innovations to Reduce Oxygen Concentrator Size  
Figure 4-3 Innovations to Enhance Oxygen Concentrator Energy Savings  
Figure 4-4 Measures to Achieve a Secure Oxygen Concentrator Design  
Table 4-5 Air Chemical Composition  
Table 4-6 Air Management Terminology  
Figure 4-7 Stratification and Relative Adsorption of Gas as Air Flows Through A Column Of Molecular Sieve  
Figure 4-8 Conventional Two-Bed Oxygen Concentrator Air Flow  
Figure 4-9 SeQual ATF-Based Concentrator  
Table 4-10 SeQual ATF Design Characteristics  
Figure 4-11 SeQual ATF Operating Pressures Versus Time Graph  
Figure 4-12 Comparison Of A 5 Liter Per Minute (LPM) Capacity Conventional Oxygen

Concentrator With A 5 LPM ATF System

Table 4-13 Comparison Of Multi Bed And A Typical Oxygen Concentrator

Table 4-14 SeQual ATM-Based Concentrator Major Components

Figure 4-15 Conserving Device Impact on Weekly Cylinder Needs

Table 4-16 Oxygen Concentrator Compressor Features

Table 4-17 Thomas Industries Compressor Features

Table 4-17 (Continued) Thomas Industries Compressor Features

Figure 4-18 Rietschle Thomas 2250 Pressure/Vacuum Pump

Figure 4-19 Gast Oxygen Concentrator Compressors

Figure 4-20 Gast Medical Oxygen Concentrator Compressor

Table 4-21 Gast Oxygen Concentrator Compressor Features

Table 4-22 UL Approval Functions

Figure 5-1 AirSep Pressure Swing Adsorption (PSA) Air Separation Technology

Figure 5-2 AirSep PSA Air Separation Process

Figure 5-3 Chart Industries Global Presence

Figure 5-4 Chart Industries Company Overview

Figure 5-5 Chart Industries Biomedical Segment Overview

Figure 5-6 Chart Industries Growth Opportunities

Figure 5-7 Chart Industries Biomedical Growth Opportunities

Figure 5-8 Chart Industries Strong Track REcord of Successful Execution

Figure 5-9 Chart Industries Summary of Investment Highlights

Table 5-10 Typical Applications For Thomas Products

Table 5-11 Gardner Denver Thomas Manufactured Products

Figure 5-12 Gardner Denver Thomas Leading Global Manufacturer Product Set

Table 5-13 Gardner Denver Thomas Industries Served

Table 5-14 Gardner Denver Thomas Strategy

Table 5-15 Gardner Denver Operations Product Range

Table 5-16 Selected Thomas Compressors

Figure 5-17 Gardner Denver Compressed Air, Compressed Gas, Vacuum, and Fluid Transfer Technology Industries Served

Figure 5-18 Gardner Denver Business Engineered and Industrial Segments

Table 5-19 Gardner Denver Thomas Areas of Specialization:

Figure 5-20 Gardner Denver Thomas Strategy

Figure 5-21 Gardner Denver Thomas Leading Presence

Figure 5-22 Gardner Denver Global Presence

Figure 5-23 Gardner Denver Global Industries and Applications

Figure 5-24 Gardner Denver Established Sales Channels

Figure 5-25 Gardner Denver 24 Acquisitions in 15 Years

Figure 5-26 Gardner Denver Financial Performance

Figure 5-27 Gardner Denver Positioning

Table 5-28 Gardner Denver Thomas Pump And Compressor Solutions For Respiratory Therapy Products

Table 5-29 Graham Field Target Markets

Table 5-30 Graham Field Respiratory Product Set

Figure 5-31 Graham Field Wheelchairs

Figure 5-32 Graham Field/John Bunn Optium Oxygen Concentrator

Figure 5-33 Inogen Oxygen Concentrator

Figure 5-34 Invacare Premier Manufacturer And Distributor Of Home And Long Term Care Medical Equipment.

Figure 5-35 Invacare Products

Figure 5-36 Invacare Industry Leading Market Position

Figure 5-37 Invacare Premier Manufacturer And Distributor Of Home And Long Term Care Medical Equipment.

Figure 5-38 Invacare Products

Figure 5-39 Invacare Industry Leading Market Position

Figure 5-40 Nidek International Presence

Table 5-41 Philips Positions To Simplify Global Healthcare Delivery For The Long Term

Table 5-42 Philips Healthcare Delivery Product Positioning

Figure 5-43 Philips Healthcare Positioning

Figure 5-44 Philips Healthcare Equipment Order Intake Trends

Figure 5-45 Philips Revenue Market Segments

Figure 5-46 Philips Employee, Manufacturing, and Research Profile

Figure 5-47 Philips Continuing Sales Growth in Emerging Markets

Figure 5-48 Philips Gaining Share And Leadership in Emerging Markets

Figure 5-49 Philips Delivering Margin Improvement and Decreasing Manufacturing Overhead

Figure 5-50 Philips Healthcare Information Systems Market Shares

Table 5-51 Sunrise Medical Wheelchair Brands

Table 5-52 Weinmann OXYMAT 3 Features

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