

Distributor Spotlight



Bell Medical
INC.

Bell Medical, located in St Louis, Missouri, was established in 1975, and in 2026, is celebrating its 50-year anniversary of specializing in anesthesia machine sales and service, anesthesia supplies, and general biomed services, as well as respiratory products for hospitals and surgery centers. Since 2021, Bell Medical has been a valued Waterloo Healthcare distributor. The staff has deep expertise in the operating room and anesthesia environment, which brings a vital understanding to the unique workflows and challenges faced by anesthesia providers. Customers are thoughtfully guided through the wide range of Waterloo anesthesia cart configurations and accessory options.

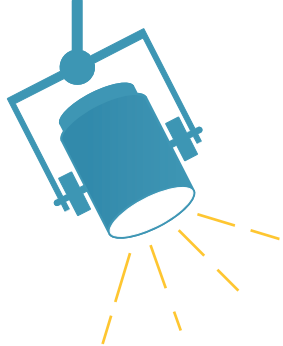
The company offers Waterloo Healthcare carts and finds the malignant hyperthermia cart ideal for both hospitals and surgery centers. Bell Medical's employees truly care about the customers they serve and work tirelessly to satisfy any issues or concerns that may arise.



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Better Carts for Better Outcomes

Waterloo Healthcare is proud to work with the best medical distributors in the industry. Our distributors support the medical professionals who use Waterloo Healthcare procedure carts in saving and enhancing lives. From helping customers determine which carts and accessories will best fit their needs to providing logistics and installation services, our distributor partners offer value-added services that help set Waterloo Healthcare apart from all the rest.

Bell Medical is much more than a product reseller – the company acts as a trusted clinical and technical resource for its customers. Knowledge of anesthesia equipment, combined with service capabilities, makes Bell Medical an ideal partner for representing the Waterloo Healthcare product line. Bell's nationwide reach and long-standing relationships with hospitals and surgery centers have helped introduce Waterloo carts to new customers across the country. Just as importantly, their commitment to customer service aligns closely with Waterloo's own philosophy of building long-term partnerships through responsiveness, product expertise, and dependable support.



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"We're especially proud of the success Bell Medical has had with our anesthesia and Malignant Hyperthermia carts", shared Steve Brothers, National Distribution Manager for Waterloo Healthcare, "and we look forward to continuing to grow our partnership for years to come. Their professionalism, industry knowledge, and customer-first approach make them an outstanding representative of the Waterloo Healthcare brand.

Not only is Bell Medical a technical service center for all anesthesia manufacturers (including Mindray, GE Healthcare, and Drager), but the company is also a nationwide distributor that imports anesthesia products from all over the world. For example, it is the exclusive distributor for manufacturers such as: Innovgas and EyePro, NoPress and BiteMe, Armstrong or Eakin Medical and Amsorb Plus CO2 Absorbent, Laryngoscope Blades and Handles from Carnegie, Propper, Heine, Rusch and Sunmed, Clinitemp Temperature Strip Indicators, Mindray Anesthesia machines and monitors, Analytical Oxygen Sensors, IMD Gertie Marx Spinal Needles, Parker Flex-Tip Endotracheal Tubes, Nerve Stimulators and Locators, Train-of-Four (TOF) Monitor, Rusch and Teleflex anesthesia supplies, Safersonic Ultrasound Probe Covers, Havel's specialty needles, AES Laryngeal Masks, many more specialty anesthesia supply items, and Waterloo Healthcare's medical carts.

"We love selling Waterloo Healthcare carts and find the malignant hyperthermia cart to be ideal for both hospitals and surgery centers", shared Kevin Lueders, President of Bell Medical and Bay State Anesthesia, "and at Bell Medical, your satisfaction is guaranteed!"



Kevin Lueders, President

Bell Medical and
Bay State Anesthesia

Bell Medical sells both new Mindray and refurbished anesthesia machines and patient monitors for the operating room and recovery (PACU) areas. It is a service provider for all models of anesthesia machines such as GE/Ohmeda, Drager and Mindray. The service department is made up of BMET and CBET technicians that have been trained by the manufacturers to service anesthesia machines. Bell Medical stocks anesthesia supplies and specialty items, and also offers general biomed services throughout the Midwest.



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