

LASER LOCATORS

American Academy of Ophthalmology

RE: Ophthalmic Laser Portability

Friday, July 1, 2022

To whom it may concern,

My name is Joey Colarulo, I am the Executive Vice President and Operating Partner of Laser Locators LLC. We are an ophthalmic laser supplier, service center and refurbishment facility located in Tampa Florida. Our company was founded in 2004 and we are experts in the field of ophthalmic lasers for use specifically in the field of Ophthalmology.

When discussing SLT and YAG laser equipment options, the term “portable” is often loosely used and can be misunderstood within the industry. While most of these lasers are very compact, weighing less than 70 pounds and have truly come a long way as far as design and footprint in the last four decades, there is no YAG or SLT laser that can be considered and treated as a “plug ‘n’ play” portable without the proper engineer or technician on staff to provide much needed preparation, adjustments, testing and verification protocols prior to use on a patient.

We believe the term “portable” has caused confusion because while there are “portable” lasers in our space that may be moved from office to office, these delicate laser systems are designed to be rented from companies that also handle the maintenance, moving, calibrating, installation and verification checks prior to them being used on the patient. This business model has become commonplace; however the key component is having the professionally-trained industry technician handling the delicate parts when there is relocation of the laser unit.

No matter how careful you are the laser constantly requires alignment adjustments, calibration and overall maintenance whenever it is relocated.

The primary laser model that is most commonly used is the Lumenis Selecta II. This version is the smallest and typically the lowest cost of entry for an SLT laser for glaucoma. Part of the reason why the cost is low, is because the laser was designed without a slit lamp. The purpose is to use an existing Haag Streit BM900 slit lamp so the Ophthalmologist can utilize the superior optics of the Haag Streit slit lamp (the highest quality slit lamp in our industry). The purpose is not to have a compact laser that can be transported from office to office.

While this model was popular for many years, particularly from 2001 through 2010, other manufacturers came to market with much more robust and reliable designs that while larger in size, are safer, more reliable and easier to use.

The Lumenis Selecta II specifically is known for its constant issues with employees mishandling the laser, patients rolling over the head cable and just overall being unreliable when mishandled. These

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well-known problems are actually generated by the laser being treated as “portable” and being moved or transported to different locations.

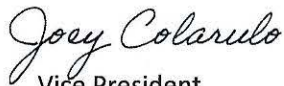
While the Selecta II is a model we buy, sell and service regularly, we do not service lasers that were used as “portable” systems nor do we service lasers we did not refurbish and resell previously.

Aside from the actual mechanics of the laser, when you are moving any ophthalmic laser between climate changes it can and will affect the accuracy of the laser as well as the lifetime of the optics and other energy producing components. For example, if a laser is being driven from one office to another two hours away during the summer/humid months and is immediately taken into an office of low humidity and 70 degree temperatures, you can and will have adverse performance issues. If the laser is shipped during winter months then placed in a heated office the laser will likely fail to even fire until its fully acclimated to the room’s temperature, which can take up to 24 hours.

The Lumenis Selecta II laser in particular is so sensitive that we don’t even service them unless it’s one we serviced and refurbished in the past, because I know some of the weak spots of the laser which have been addressed under our refurbishing process. Otherwise we find there are far too many unknowns with this model.

I hope this information is helpful and please contact me with any questions you may have.

Joey Colarulo



Vice President

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