

Imprints
Grey House Publishing
Sedgwick Press
Universal Reference Publications



185 Millerton Road
P.O. Box 860
Millerton, NY 12546

518-789-8700
800-562-2139
Fax: 518-789-0556
E-mail: books@greyhouse.com
www.greyhouse.com

For Immediate Release

March 30, 2009

Contact: Jessica Moody, Vice President, Marketing
Sedgwick Press, an Imprint of Grey House Publishing
(800) 562-2139 x101
jmoody@greyhouse.com

**Grey House Publishing announces the Twenty-First Edition of
*The Directory of Hospital Personnel***

“It is recommended for corporations interested in marketing their products (corporate libraries), organizations interested in networking (including hospitals, medical centers, and nonprofit organizations), clinicians seeking patient referrals, and job-seekers (large public libraries).”

– ARBA

Sedgwick Press, an imprint of Grey House Publishing, is proud to announce the twenty-first edition of *The Directory of Hospital Personnel*.

This comprehensive reference work profiles nearly 6,200 U.S. hospitals and includes important contact information for more than 120,000 key hospital personnel. Compiled with an emphasis on usability and accuracy, *The Directory of Hospital Personnel* makes research on U.S. hospitals and their key decision-makers easier than ever by providing the most current information available in an easy-to-use format.

While hospitals continue to consolidate, most have joined local systems, rather than national networks. This 2009 edition is evidence of that consolidation with a number of fewer listings. Emphasis is on connections to local community, and being a leader in specialized technology. By establishing themselves as the go-to facility for a specific specialty, such as cardiovascular, orthopedic, respiratory, women’s health, etc, hospitals are attempting to reduce the effects of increasing competition from doctors who are doing more diagnostic and treatment services in their own offices or surgical centers.

– continued –

Sedgwick Press announces the Twenty-First Edition of *The Directory of Hospital Personnel*

The hospital listings in *The Directory of Hospital Personnel* are arranged first by state, then alphabetically by city and hospital name. You will find crucial contact information, and valuable facility statistics, including certification, type, specialty, educational/purchasing affiliations, and insurance plans accepted.

The core of each profile contains up to 70 key decision-makers, including Chief of Staff, Director of Purchasing, Supervising Nurse, and Director of Outpatient Services. Names and titles are logically arranged first by top administrators, then alphabetically by title, including direct phone numbers and e-mail addresses, when provided. Within specific departments, like Emergency or Human Resources for example, the name given is that of the top contact person.

Research for current data has included thousands of phone calls, faxes, and hours on the Internet. From this detailed effort you'll find extremely vital information on:

- Number of beds: including **number of each bed type** (staffed, acute, obstetric, etc.);
- Number of rooms: including **number of each room type** (ICU; CCU, emergency, etc.);
- More statistical data: including **length of stays** and **number of births**.

Three indexes are provided for easy access to the valuable information in each listing:

- Hospital Name Index: Alphabetical listing of hospitals with city & state.
- Personnel Index: Alphabetical listing of personnel with their affiliated hospital.
- Bed Size Index: Hospitals by number of licensed beds, high to low.

The Directory of Hospital Personnel is also available as an Online Database. This easy to use online database allows the user to search by department, personnel name, bed size, geographic area, hospital type and so much more. Subscribers can print out hospital profiles, save their lists and searches for easy reference, click on hot-linked email and web addresses for quick and easy contacts, and download lists in their sales or marketing databases. This new Online Database offers the fastest, easiest way to access this important information.

Whether in print or online, the 2009 edition of *The Directory of Hospital Personnel* is the most current and comprehensive resource on the U.S. hospital industry on the market place today. With more names, more titles and more hard-to-find hospital information than ever, this is a must-have research tool for anyone looking for information on U.S. hospitals.

Directory of Hospital Personnel, 2009

Softcover ISBN 13: 978-1-59237-402-1	1,808 pages	\$325.00
Online Database (Single User)		\$650.00
Database & Print Directory Combination (Single User)		\$800.00
Multiple Users & Library Access		Please Call for Quote

Editorial Director: Laura Mars-Proietti
Publisher: Leslie Mackenzie