



Leading brands and technologies on display at Medic West Africa 2012

With more than 150 exhibitors from 35 countries expected to cover 2500 sqm of space at the 2012 Medic West Africa event, the world's leading healthcare manufacturers, distributors, and wholesalers from Europe, South Asia, and Nigeria will be at the Eko Hotel & Exhibitions Centre in Lagos, Nigeria from 16-18 October 2012 to raise their profile in the region and generate direct sales among their target markets. Exhibitors believe that the exhibition offers possibilities for sales and brand positioning as it creates networks between all relevant market participants.

Philips Healthcare Africa, one of the leading providers of complete cycle or care solutions on the world, will be at Medic WestAfrica to showcase their latest technological developments to extend their local footprint and to be able to engage with local stakeholders in Nigeria.

'Africa is an identified growth market for Philips,' says Roelof Assies, Director and District Manager, Philips Healthcare Africa. 'Subsequently, also the West Africa region, including Nigeria, is of big importance for Philips Healthcare. We believe that we can contribute to strengthening the healthcare infrastructure and its changing demands going forward through bringing innovative and affordable technical solutions to the market. Philips Healthcare has a long history in West Africa and has a solid footprint through a network of business partners.'

According to Physio Control, a company that develops technologies and designs devices for first response and critical care professionals, the West African market is in serious need of high level of expertise and quality in terms of pre-hospital and in-hospital care devices for both ALS (advanced life support) and BLS (basic life support) responders.

'Physio Control considers this market as being with high importance and we are eager to increase survival rates in West Africa while using reliable EMS devices that can operate in various most difficult circumstances and environments,' says Abdallah Bou Hadir, Distributor Sales Supervisor for East and West Africa, Physio Control, Lebanon.

Medic West Africa will host exhibitors from all over the world, including the Indian sub-continent. Natural Capsules Ltd is based in Bangalore, India, and is a pharmaceutical ingredient manufacturer.

'We understand that more and more pharmaceutical companies are setting up manufacturing facilities in Nigeria, Ghana, and surrounding countries. We are exhibiting at Medic West Africa because we want to participate in more regional exhibitions where we can meet more technical personnel with purchasing power working in local pharmaceutical companies. We expect that Medic West Africa is not just a platform for healthcare professionals, but also for pharmaceutical industry,' says R Mallikarjuna Rao, Assistant Generarl Manager of International Sales and Marketing at Natural Capsules Ltd.

Representing Pakistan is Spa Diagnostics Ltd. According to International Business Operations Manager, Mr Khushroo A Pastakia, everyone's eyes are now on West Africa where Nigeria is considered as one the biggest consumer market in that region.

'Some of the countries in West Africa adopted several policies to energise markets, which includes privatising state-owned enterprises, increased openness of trade, lowered corporate taxes, strengthened regulatory and legal systems, and the provision of critical physical and social infrastructure. These are the important first steps that enabled a private business sector to emerge,' says Mr Pastakia. 'To get a feel for the healthcare market in this region, we had been searching for an event to participate and fortunately Medic West Africa turned out to be the right platform.'

Another product on display at Medic West Africa will be Nuby branded baby care products by New Valmar from Belgium.

'After a successful introduction of our Nuby branded baby care products into Northern Africa and the Middle East, we are now focusing on the Western African region,' says Erwin de Bruin, Sales Manager Middle East and Africa at New Valmar—Nuby. 'As a first step we recently opened the Angolan market, followed by



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Senegal and Gabon and we hope to open in many other West African markets soon as well.'

Nuby is currently distributed in more than 155 countries around the world by their partners and distributors. With the help of future new partners, New Valmar hope to set up a distribution network within a minimum of nine West African countries within the coming 2 years. Nigeria, Tanzania, and Namibia are prime targets amongst them.

At Medic West Africa, New Valmar hope to get in contact with reliable partners with a successfully track record who are eager to build up a close partnership with their company in order to penetrate the Nuby brand successfully within their market.

China is a major manufacturer for healthcare and pharmaceutical products worldwide. Nigeria and West Africa is a crucial emerging market for the many Chinese companies looking to exhibit at Medic West Africa 2012.

'Nigeria is our emerging market in West Africa, and we have been paying more attention to this huge market with our local agents. Sonoscape Company Limited has exhibited many times through local agents and we will be exhibiting independently for the first time at Medic West Africa,' says Ruben Zhou, Sales Manger West Africa at, Sonoscape Company Limited, China.

Similarly, according to Beijing Eternity Electronic Technology, who will also be exhibiting at Medic West Africa, about 5% of

their total sales are generated in the Nigerian market and at this year's Medic West Africa event they are looking to promote new products as well as look for an exclusive agent.

Many local manufacturers and services providers are also on show at Medic West Africa. Emzor Hesco is a Nigerian company with operations all over Nigeria and most West African countries.

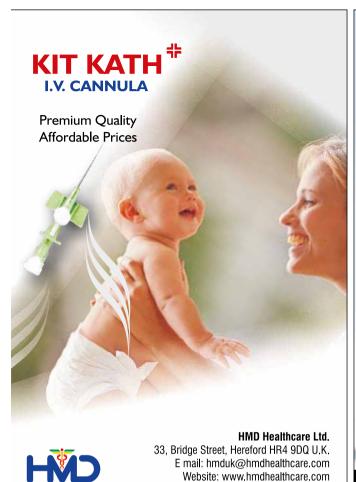
'The West African market will continue to grow as many countries in West Africa now have oil and expect improvement in living standards, increase population, and easier access to healthcare. Emzor Hesco is exhibiting at Medic West Africa to show case our products, partners and services,' says Sunday Agamah, Chief Operating Officer at Emzor Hesco, Nigeria.

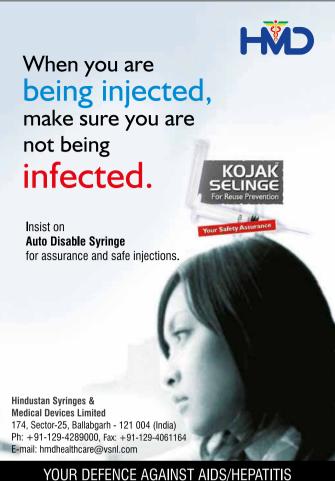
Companies showcasing their products and services at Medic West Africa include the world's leading manufacturers, wholesalers, and distributors specialising in anaesthesia, cardiology, commodities, and consumer goods for hospitals, consulting services, diagnostics, emergency medicine, facility management, health IT systems, healthcare building technology, and hospital management systems, as well as information and communication technology in healthcare, and many more.

Visit Medic West Africa 16-18 October 2013, Eko Hotel & Exhibition Centre, Lagos, Nigeria.

www.medicwestafrica.com mwa@informa.com











Medic West Africa 16–18 October 2012 Eko Hotel & Exhibiton Centre, Lagos, Nigeria

Exhibitor List *

Leading healthcare companies will be showcasing their latest products and innovations at Medic West Africa 2012

COMPANY NAME	STAND	COUNTRY
AACC Clinical Lab Expo	ML26	United States
Abbott Laboratories	G30 ML14	South Africa India
Amitech Diagnostics	ML14 E11	India China
Anhui Kangning Industrial Group		
Astra Instruments	E25	Nigeria
Bahrain Pharma Contract Manufacturer for Soft	G26	Bahrain
Becton Dickinson West Africa Ltd.	F16	Ghana
Beijing Eternity Electronic Technology Co.,Ltd	E16	China
Benecare Medical	C39	United Kingdom
Biocosmetics Laboratories	F27	Spain
Bio-labs	C23	Pakistan
Biolitec AG	D20	Germany
Biomerica Inc.	C27	United States
Boditech Med Inc.	ML20	South Korea
Boston Scientific	A26	Lebanon
BTL Industries Ltd.	G12	Czech Republic
Chemsciences Nigeria Limited	ML08	Nigeria
Chengdu Rich	E17	China
China Chamber of Commerce for Import &	E17	China
Chison Medical Imaging Co., Ltd.	A18	China
ConMed Corporation	A22	United States
Coscharis Medical	B26	Nigeria
Cross Healthcare	C35	United Kingdom
Crown Agents	F10	United Kingdom
Dortemag Ventures Ltd	E30	Nigeria
Dulas Ltd.	F14	United Kingdom
Elekta Instruments AG	D22	Sweden
Emzor Hesco Limited	E06	Nigeria
Fabtech Technologies International Limited	G13	India
Fanem Ltda.	B19	Brazil
Formosa Cultural Corporation	CP **	Taiwan
Genix Pharma Private Limited	B22	Pakistan
Gijuwie Nigeria Ltd	C31	Nigeria
GMC Hospital / Gulf Medical University	D10	United Arab Emirates
Guangzhou Huaxi Medical Science Technology	E14	China
Halley Medical Supplies Ltd. UK	C25	United Arab Emirates
Heal & Care GmbH	A14	Switzerland
Healthmart LLC	E07	United Arab Emirates
Hindustan Syringes and Medical Devices	ML44	India
Holtex	ML34	France
HWL Scientific Instruments GmbH	ML32	Germany
IIR China	CP **	China
Indumiso Sterigerms	ML07	South Africa
Informa Exhibition India	CP **	India
Innovation Ortho Line	D30	United Kingdom
Intersurgical	B30	United Kingdom
Jasiok Hospital	E28	India
JNC International Ltd.	B15	Nigeria
Joffin Scientific Instruments	ML05	Nigeria
JV Jurabek Laboratories Ltd.	A20	Uzbekistan
K-MED	D01	United Kingdom
Labcare Diagnostics	ML14	India
Leads Pharma Pvt Ltd	C26	Pakistan
	F18	
Lifesign Healthcare Limited	B24	Nigeria
Maple Pharmaceuticals Pvt Ltd.		Pakistan
MED TRUST HandelsgesmbH	ML04	Austria

COMPANY NAME	STAND	COUNTRY
Medion Pvt Ltd	E20	India
Microbiologics	ML30	United States
Mogbonju Nigeria Limited	D27	Nigeria
Nantong Egens Biotechnology Co., Ltd.	ML50	China
Nantong New top Trade Company Limited	E19	China
Natural Capsules Limited	G10	India
New Valmar	D26	Belgium
Nobel Medicals Ltd.	ML46	Nigeria
OJEE - OKH Company	A30	Nigeria
Omega Diagnostics Group Plc	A32	United Kingdom
Orasure Technologies	A16	United States
Osteonic Co., Ltd.	A24	South Korea
Peng Waves Enterprise Co., Ltd.	F01	Taiwan
Philips Healthcare	B21	South Africa
Physio Control	A12	Lebanon
Pinecrest Healthcare Limited	D21	Nigeria
PNM Cross Trades Limited	D29	Nigeria
Pregna International Limited	F29	India
Primax Berlin GmbH	D05	Germany
Prime Technology Medical Ventures Ltd	ML02	Nigeria
Printotech Global Limited	F19	India
Psychotropics India Ltd.	ML28	India
Revital Healthcare Epz. Ltd.	F13	Kenya
Sahar Continental Ltd	B10	Nigeria
Saudi German Hospital Group	E05	United Arab Emirates
Schiller	C20	Switzerland
Scientific Laboratory Supplies	A01	United Kingdom
Sehar Batool International	C22	Pakistan
Shanghai Aohua Photoelectricity Endoscope	F11	China
Shanghai Dongsin Exhibition Service Co. Ltd.	A10	China
Shanghai Honglian Medical	E10	China
Shanghai Kehua Laboratory	E26	China
Shantou Institute of Ultrasonic Instruments Co.,	F24	China
Sharma Pharmaceutical Pvt. Ltd	D35	India
Shenzen Comen Medicals	F26	China
Shenzhen Probe Science & Technology Co.,	F18	China
Shivani Scientific Ind. Pvt. Ltd.	E29	India
Siemens AG Healthcare Sector	C10	Germany
SonoScape Company Limited	E18	China
Sony Medical - Beeveejay Limited	E30	United Kingdom
Span Diagnostics Ltd.	B23	India
Star Laboratories Pvt. Ltd.	G15	Pakistan
Sunlife GmbH	D23	Germany
Suzhou Industrial Park Winwin I/E Co.,Ltd	E15	China
Swiss Biostadt Limited	D19	Nigeria
Swiss Biostadt Limited Tanita	C24	Netherlands
		South Africa
Technilamp	B20	
Tellyes Scientific Co., Ltd	F17	China
The University of Nottingham	D25	Ghana
Trismed Co. Ltd.	D18	South Korea
Jshta Medicare (Afrocet)	E28	India
Wellmed International Ind P Ltd	F15	India
Most Bongal Chamical Industrias	G10	India
West Bengal Chemical Industries Kuzhou Innovation Medical Instrument Co.,Ltd	E19	China

^{*} as of 28 August 2012

^{**} Country Pavilion



Medic West Africa 16–18 October 2012 Eko Hotel & Exhibiton Centre, Lagos, Nigeria

A sample of the conferences on offer

Tuesday, 16 October 2012

Obs-Gyn Conference

0950 Opening remarks by Chair

Professor Innocent A O Ujah, Director General, Nigerian Institute of Medical Research, Lagos, Nigeria.

Session 1

Management of common obs-gyn conditions

Moderator: Professor Innocent AO Ujah

1000 Developing protocol on the management of common obstetric and gynecological conditions

Professor Innocent A O Ujah

1030 Role of Doppler ultrasound in high-risk pregnancy

Dr Mohamed Ali Abdelqader, Professor, Ob/Gyn, Fetomaternal Unit, Cairo University; President, ESUOG, Cairo, Egypt.

1130 Current concepts in the management of obstetric

Professor Oladosu Ojengbede, Consultant Obstetrician/ Gynaecologist, University College Hospital, Ibadan, Nigeria.

1200 Break

Session 2

Improving maternal reproductive health in low income countries

Moderator: Professor Innocent AO Uiah

1230 Countdown to 2015: tracking the performance of MDG5

ProfessorAdetokunbo Fabanwo, Consultant Obstetrician/ Gynaecologist, Lagos State University Teaching Hospital, Lagos, Nigeria.

1300 Family planning and prevention of unwanted pregnancy

Dr J T Mutihir, Consultant Obstetrician/Gynaecologist, Jos University Teaching Hospital, Jos, Nigeria.

1330 Update on the prevention of mother-to-child transmission (PMTCT) of HIV/AIDS

Dr Oliver Ezechi, Consultant Obstetrician/Gynaecologist, Nigerian Institute of Medical Research, Lagos, Nigeria.

1400 Close of Conference

Medical Pathology Conference

0900 Opening remarks: overview of hematology practice in Nigeria

Dr Taiwo R Kotila, Department of Haematology, University of Ibadan, Nigeria.

Session 1

Hematology and blood transfusion

Moderator:

1000 Leukaemia

Dr J A Olaniyi, Department of Clinical Pathology, University College Hospital, Ibadan, Nigeria.

1030 Sickle cell disease

Dr P O Olatunji, Department of Haematology and Blood Transfusion, Olabisi Onabanjo University Teaching Hospital, Sagamu, Ogun State, Nigeria.

1100 Safety in blood transfusion

Dr Foluke Fasola, Department of Haematology and Epidemiology, College of Medicine, University of Ibadan, Ibadan, Nigeria.

1130 Break

Session 2

Microbiology

Microbiology and Drug ResistanceModerator:

1230 Challenges of ESBLs and emerging carbapenemases for the diagnostic lab

Dr Abiola Senok, Assistant Professor, Al Faisal University, Riyadh, Saudi Arabia.

1300 Antibiotic resistance and molecular epidemiology of *Staphylococcus Aureus*

Dr Bayo Shittu, Unifery of Ife, Nigeria.

1330 MRSA screening

Dr Debola Olayinka Associate Professor of Medical Microbiology, Ahmadu Bello University, Zaria, Nigeria.

1400 Break



Medical Pathology Conference (continued)

Session 4

Current trends in microbiology

Moderator:

1500 Current trends in the laboratory diagnosis of tuberculosis

Dr Dan Onyejekwe, Nigeria Institute for Medical Research (NIMR).

1530 A synopsis of current trends in malaria diagnosis

Dr Wellington Oyibo, Associate Professor and Consultant Medical Parasitologist, Andi Centre of Excellence of Malaria Diagnosis and University of Lagos, Nigeria.

1600 Current trends in HIV

Prof Sulaimon Akanmu, Haematologist and Head of AIDS Prevention Initiative (APIN), Lagos University Teaching Hospital, Lagos, Nigeria.

1630 Close of Conference



Health Management Conference

Session 1

Future of healthcare in Nigeria

This session looks at critical issues that would ultimately change the context within which healthcare will be delivered in the near and not too distant future in Nigeria.

30 minutes

Keynote: Getting to 'universal healthcare access' for all Nigerians

Prof Obinna Onwujekwe in Enugu, (<u>onwujekwe@yahoo.</u> co.uk).

20-minute paper

Non-communicable diseases (NCDs) – as a game changer

Dr Emmanuel Musa, WHO Country Office, Abuja (TBC)

20-minute paper

The promise of 'impact investment' for healthcare Ifeanyi Osofor, Community Health Initiatives, TY Danjuma Foundation.

Panel discussion

Speakers as above plus Tarry Asoka

Coffee break

Session 2

Improving healthcare in Nigeria

In this session we consider innovative means of rapidly increasing the quantity and quality of care required for a large society such as Nigeria, away from policy reforms that are very difficult to implement.

30 minutes

Keynote: Market-based solutions to expand essential services society for family

Professor Shima Gyoh, Society for Family Health, Abuja, Nigeria

20-minute paper

Clinical networks as effective means of service integration

(Speaker to be confirmed)

20-minute paper

Improving diagnostic support through 'point of care technologies'

Industry representative

Panel discussion

Speakers as above plus Tarry Asoka

Close of Conference



Wednesday 17 October 2012

Hospital Planning Conference

0850 Opening remarks by Chair:

Dr Olumide Okunola, Project Coordinator, Reliance Hospital Limited, Abuja, Nigeria.

Session 1

Strategic planning

Moderator:

Session objectives: This session introduces participants to the very first step in planning an hospital or seeking funding to bring to life the kind of facility they have always wanted. The session discusses the constituents of a feasibility plan and possible funding sources. It goes further to examine innovative ways of planning equipment and putting the infrastructure required together.

0900 Getting started: business plan/what model? International Finance Office, Nigeria

international Finance Office, Nigeri

0920 Financing: African Health Fund

Dr Olusegun Oso, Investment Principal and Lead Health Specialist, Aureous Capital, Lagos, Nigeria.

0940 Infrastructure

Dr Walter Olatunde, CEO, Deux Projects, Lagos, Nigeria.

1000 Equipment planning

Clare Omatseye, CEO, JNC International, Lagos, Nigeria.

1020 Case Study: Partnership with the Nigerian healthcare system

1040 Coffee Break

Session 2

Case Presentations

Moderator:

Session objectives: This section examines the various models of healthcare available in the market space. Practitioners are able to decide where exactly they want to participate; it forces them to examine the various possibilities/options available to them. It is expected that the feasibility/strategic plans from session one will be modeled to suit the model under consideration.

1100 Stand alone diagnostic centers

1120 Single specialty clinic

Dr Juwom Alabi, South Shore, Ob/Gyn office

1140 Multi-specialtiy hospital

1200 Integrated HMO model

Mrs Fola Laoye, Managing Director, Lagoon Hospital, Lagos, Nigeria.

1220 Discussion

1300 Close of Conference

Diabetes Conference

0945 Opening remarks by Chairs

Professor A E Ohwovoriole, Professor of Medicine, Consultant Endocrinologist/Diabetologist, Department of Medicine, College of Medicine, University of Lagos, Lagos, Nigeria.

Professor Geoff Gill, Professor of International Medicine, University of Liverpool, Liverpool School of Tropical Medicine, Liverpool, UK.

Session 1

Moderator: President of Endocrine Society of Nigeria.

1000 Issues of classification, outcome and care delivery Professor Geoff Gill

1100 Foot disease: putting feet first project

Dr Zulfi Abbas, Dar es Salaam, Tanzania.

1130 Break

Session 2

Moderator:

1200 Management of hyperglycaemic emergencies in primary care

Dr Afoke Isiavwe, Consultant Endocrinologist, Medical Director, Rainbow Specialist Clinic, Lagos, Nigeria.

1230 Shared management of diabetes mellitus: in lowresource settings

Professor A E Ohwovoriole

1300 Insulin: types, delivery and role in the treatment of type 2 diabetes mellitus

Dr O A Fasanmade, Senior Lecturer, Consultant Physician/Endocrinologist, Endocrine Unit, University of Lagos Teaching Hospital, Lagos, Nigeria.

1330 Close of Conference



Wednesday 17 October 2012

PPP Conference



Special conference focus sponsored by The Crown Agents

How can Public-Private Partnerships contribute to overcoming the health sector challenges in Africa?

We are increasingly seeing African governments turn to the private sector to provide support in the delivery of public services due to its perceived efficiency, discipline, and economies of scale. Advocacy for public—private partnerships (PPPs) in particular has been gathering significant momentum in recent years, but with each country possessing specific and sometimes unique challenges, how far can PPPs help governments to meet these challenges and improve health services and outcomes? This session will give an insight into how value for money and sustainability can best be built into PPP designs

The guest speaker will be:

Maurice Diamond, Crown Agents Group Commercial Director and Global PPP Specialist.

Delegates will take away a comprehensive understanding of what actually constitutes a PPP, the various models that can be engaged and that one size does not fit all.



Thursday 18 October 2012

Infectious Diseases Conference

Session 1

The challenge of infectious diseases

Moderator:

Dr Olushayo Olu, Disaster Preparedness and Responses Focal Point, World Health Organization Intercountry Support Team, Eastern and Southern Africa, Harare, Zimbabwe.

1300 Infectious Diseases with Epidemic Potentials Dr Olushayo Olu

1330 Challenge of antibiotic resistance in infectious

Dr Oladipo A Aboderin, Department of Medical Microbiology and Parasitology, College of Health Sciences, Obafemi Awolowo University, Ibadan, Nigeria.

14:00 Principles and the implementation of an antimicrobial stewardship

Dr Debola Olayinka, Associate Professor and Consultant of Clinical Microbiology, Ahmadu Bello University & Teaching Hospital, Zaria, Nigeria.

1430 Break

Session 2

Control of Infectious Diseases

Moderator: Dr Abiola Senok, Assistant Professor, Microbiology and Immunology, College of Medicine, Alfaisal University, Riyadh, Saudi Arabia.

1500 Strategies for combating the spread of antibiotic resistance

Dr Abiola Senok, Assistant Professor, Microbiology and Immunology, College of Medicine, Alfaisal University, Riyadh, Saudi Arabia.

1530 Eradication of polio: stopping the spread

1600 Health education and the mobilisation of communities: case study

Dr Bolanle Balogun, Lecturer, Department of Community Health and Primary Care, College of Medicine, University of Lagos, Lagos, Nigeria.

1630 Close of Conference



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"We are very excited about the opportunity of being at Africa health this year, we look forward to coming back for years to come".

Daniel Pierce, Brightleaf Imaging, USA





For more information about the event please contact: Tom Coleman by calling +971 (0)4 407 2508 or email tom.coleman@informa.com

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Imaging and diagnostics conference

0930 Opening remarks by Chair Prof. Ifeoma Okoye, Chair of Radiology, University of Nigeria Teaching Hospital Enugu (UNTH), Lagos, Nigeria.

Session 1

Quality in radiology

Moderator:

0940 Excellence in classical radiographic techniques: a fading art
[TBC]

1010 importance of radiation protection and monitoring in public and private radiology facilities

Dr K C Eze, Department of Radiology, Ambrose Alli University, Ekpoma, Nigeria

1040 Safety of ultrasound use in pregnancy

Prof. Mohamed Ali Abd El- Kader, Professor, Ob/ Gyn, Fetomaternal Unit, Cairo University, President, ESUOG, Cairo, Egypt.

1110 Break

Session 2

1140 Confronting the challenges of taking breast screening to the grassroots: replicating the foot-soldier approach

Prof. Ifeoma Okoye

1210 Contribution of doppler imaging to medical & surgical management: increasing usage in Nigeria
Dr Ibewuike, Consultant Radiologist, University of Nigeria Teaching Hospital, Nigeria.

1240 Current technologies in radiotherapy:
The Nigerian Experience
[TBC]

1310 Break

Session 3

Imaging and infectious diseases

Moderator:

1410 Management of radiology and private radiology practice

Dr Rasheed Arogundade, Lagos University Teaching Hospital and Vice President National Post-Graduate Medical College and Chairman of Association of Radiologists in Nigeria (ARIN)

1440 Harmonisation of radiologic equipment in tertiary institutions: feasibility, challenges and the role of the users 'radiologist'

Dr Biodun Adeyinka, Consultant Radiologist, College of Medicine, University of Ibadan, Nigeria.

1510 Public-Private Partnership in radiology: the road so far

Dr P C N Okere, Consultant Radiologist /Nuclear Medicinee Physician, UNTH, Enugu, Nigeria.

1540 Break

Session 4

Radiography

Moderator:

1550 Incidences in ultrasound abnormalities in sickle cell anemia patients

P O Ibinaiye, Senior Lecturer/Consultant Radiologist, Department of Radiology, Ahmadu Bello University Teaching Hospital, Zaria, Nigeria.

1620 Chest radiographic pattern in HIV+ patients

Dr A E Oguntoyinbo, Department of Radiology, University of Ilorin, Nigeria.

1650 Close

Target audience

- Radiologist
- Interventional Radiologist
- Radiographer
- Specialist Registrar Radiology
- Nurse Radiology Department
- Radiation Safety Officers
- Radiology Residents
- Medical Support Service Officers
- Technologist
- Technicians
- Sonographer
- Sonologist
- Ultrasonologist