

## Lapovations Announces Distribution Agreement with Empire Surgical to Sell AbGrab® Across Florida

The Florida based medical device distributor has five sales reps who will provide sales and distribution for AbGrab® across the entire state.



**Fayetteville, Arkansas Sep 8, 2022 ([Issuewire.com](https://www.issuewire.com))** - Lapovations, a medical device company creating a platform of innovative products to improve laparoscopy, has signed a distribution agreement with Empire Surgical, LLC, a Florida-based medical device distributor, to provide sales and distribution for their flagship product, AbGrab®. AbGrab® is a revolutionary surgical assist device that allows surgeons to lift the abdominal wall more reliably and less invasively at the beginning of laparoscopy or minimally invasive surgery of the abdomen.

Empire Surgical is the first of many independent distributors that Lapovations is planning to onboard as they build out their U.S. distribution network in advance of the national launch of AbGrab®. Empire Surgical has five sales representatives covering key Florida metro areas, including Fort Lauderdale, Miami, Orlando, and Tampa Bay. The group was founded in 2006 and sells several laparoscopic surgery-focused products to hospitals and ambulatory surgical centers across the state.

The expansion of the AbGrab® sales force is poised to create significant momentum and growth for the company. “We are planning for a national launch of AbGrab over the next several months”, said Jared Greer, Founder, and CEO of Lapovations, “and we are thrilled to partner with Empire Surgical to expand access and awareness in, Florida, one of the most important medical device markets in the U.S.”

“When we were first introduced to AbGrab, I knew it would be a great fit with our group. We pride ourselves on providing value add solutions to the surgeons we work with, and I believe AbGrab fits brilliantly within that focus”, said Brad Weber, Owner, and Principal of Empire Surgical.

“Finding high-quality distributor representation is really critical for emerging med device companies looking to have a wide sales footprint”, said Spencer Jones, Director of R&D at Lapovations. He also noted, “With their strategically located reps and strong surgeon relationships, Empire Surgical is an ideal partner to grow the Lapovations customer base in Florida”.

### **About Lapovations**

Lapovations, LLC is a medical device company creating a platform of innovative products to improve laparoscopy or minimally invasive surgery of the abdomen. The company’s first product, AbGrab®, is a novel device that uses suction to lift the abdominal wall at the start of the procedure. AbGrab® is more reliable and less invasive than current lifting methods. For more information contact:

[mediarelations@lapovations.com](mailto:mediarelations@lapovations.com) or visit [www.lapovations.com](http://www.lapovations.com)

### **About Empire Surgical**

Empire Surgical, LLC is a central Florida-based medical device distributor that focuses on laparoscopic surgical devices. Founded in 2006, Empire Surgical partners with medical device manufacturers to provide sales and distribution services across the state of Florida. For more information contact: [bweber2@gmail.com](mailto:bweber2@gmail.com)



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