



United Auto Workers will be diverting cost of living adjustments to health care. **C2**

WEDNESDAY, OCTOBER 3, 2007 | SECTION C

THE PLAIN DEALER

## DIARY

From staff reports

### INSURANCE Westfield Group cracks Forbes list

The Westfield Group was one of two Ohio companies to make Fortune's list of 500 Companies for Leaders. The business magazine ranked companies across the globe based on leadership practices, company reputation, leadership culture and business performance. The Medina County business, farm and personal insurer ranked second in its class, made up of North American businesses with fewer than 10,000 employees. Cincinnati-based Procter & Gamble also made the list, ranking third among large North American companies. For the full list, visit [money.cnn.com/magazines/fortune/leadership/2007](http://money.cnn.com/magazines/fortune/leadership/2007).

### INSURANCE Freelance Union offers dental plans

Independent workers in Ohio now have access to affordable and comprehensive dental care traditionally available only through employer-sponsored plans, the New York-based Freelancers Union said. Freelancers Union members — a group that includes free-lancers, consultants, independent contractors, contingent employees and the self-employed — will be able to pick a dental plan through a preferred provider organization relationship with The Guardian Life Insurance Co. of America. Those interested in the coverage must have Freelancers Union membership, which is free. Visit [freelancersunion.org](http://freelancersunion.org) for details.

### FINANCIAL SERVICES Credit unions merge assets

Eaton Family Credit Union in Euclid has combined with All Employees Credit Union in Willoughby Hills. Eaton was founded in 1937 as Dual Ratio Federal Credit Union and has maintained its relationship with Eaton Corp. All Employees was founded in 1936 through a relationship with TRW. The combined Eaton-All Employees has about 11,000 members and more than \$36 million in assets.

### MANUFACTURING Cutting Systems quadruples space

Cutting Systems Inc., a 37-year-old family-owned company, completed a move from its former East Side Cleveland location to a building four times larger on Brookpark Road to accommodate a new line of tools it sells to industrial customers. The company supplies new and remanufactured cutting machines to steel industry operations. Cutting Systems' old location, an 11,000-square-foot building on East 71st Street, was too small, the company said. The new facility has 45,000 square feet.

### ENERGY Gasoline price down this week

The average price of a gallon of regular gasoline Tuesday in Northeast Ohio was \$2.75 a gallon, the AAA reported. That is 11 cents less than a week ago but well above the year-ago early October average of \$2.10. Lowest average price Tuesday was in Elyria, \$2.60, with Parma a close second at just under \$2.64. Chesterland posted the highest average, \$2.84 per gallon. The national average price Tuesday was \$2.79 by the auto club's calculations.

# State lifts deadline for tax change

## Ohio retailers can still avoid resident calculation

FRANK BENTAYOU  
Plain Dealer Reporter

The state's Department of Taxation has some good news for hard-pressed smaller Ohio retailers that deliver products and services outside their home counties.

Those merchants thought they faced a Jan. 1 deadline for changing

the way they calculate and collect sales tax on certain purchases.

But the department's boss, Ohio Tax Commissioner Richard A. Levin, this week lifted the deadline.

That means smaller Ohio retailers will remain exempt from charging sales tax based on customers' home counties (or in a

very few cases, taxing jurisdictions that go beyond county lines) instead of where the retailer sets up shop.

In short, "The tax collecting process here will operate in 2008 just as it has in 2007, with no changes," tax department spokesman John Kohlstrand said Tuesday.

SEE TAX | C6

### What you pay

Here's an example of how the tax law on delivered products affects the consumer:

**ITEM:** Stainless steel refrigerator

**PRICE:** \$2,000

**SELLER:** Retailer with more than \$30 million in out-of-

county deliveries.

**IN CUYAHOGA:** Tax on refrigerator delivered in the county — \$155.

**IN MEDINA COUNTY:** Tax on refrigerator delivered in Medina County — \$130.

**TIP:** Find out sales tax before you buy

# And now: Top 10 medical inventions

## Clinic unveils marvels of '08 at summit

MARY VANAC  
Plain Dealer Reporter

Drum roll, please. . . . The innovation that will have the biggest impact on health care in 2008: Robotic catheter technology. That's the prediction of a panel of Cleveland Clinic doctors.

Clinic doctors pared down a list of about 100 of today's coolest medical innovations to what they believe will be the most important in the coming year.

The list is to be announced this morning at the Clinic's fifth annual innovation summit at the InterContinental Hotel and Conference Center on the hospital system's main campus.

The three-day summit has drawn nearly 1,000 of the world's top doctors, researchers, business people and investors.

A robotic system — the da Vinci System made by Intuitive Surgical Inc. in Sunnyvale, Calif. — was the hit exhibit of this year's summit. Passersby took turns using a virtual reality-like station and viewfinder to manipulate a set of tiny tweezers to make stitches on a plastic model of a heart.

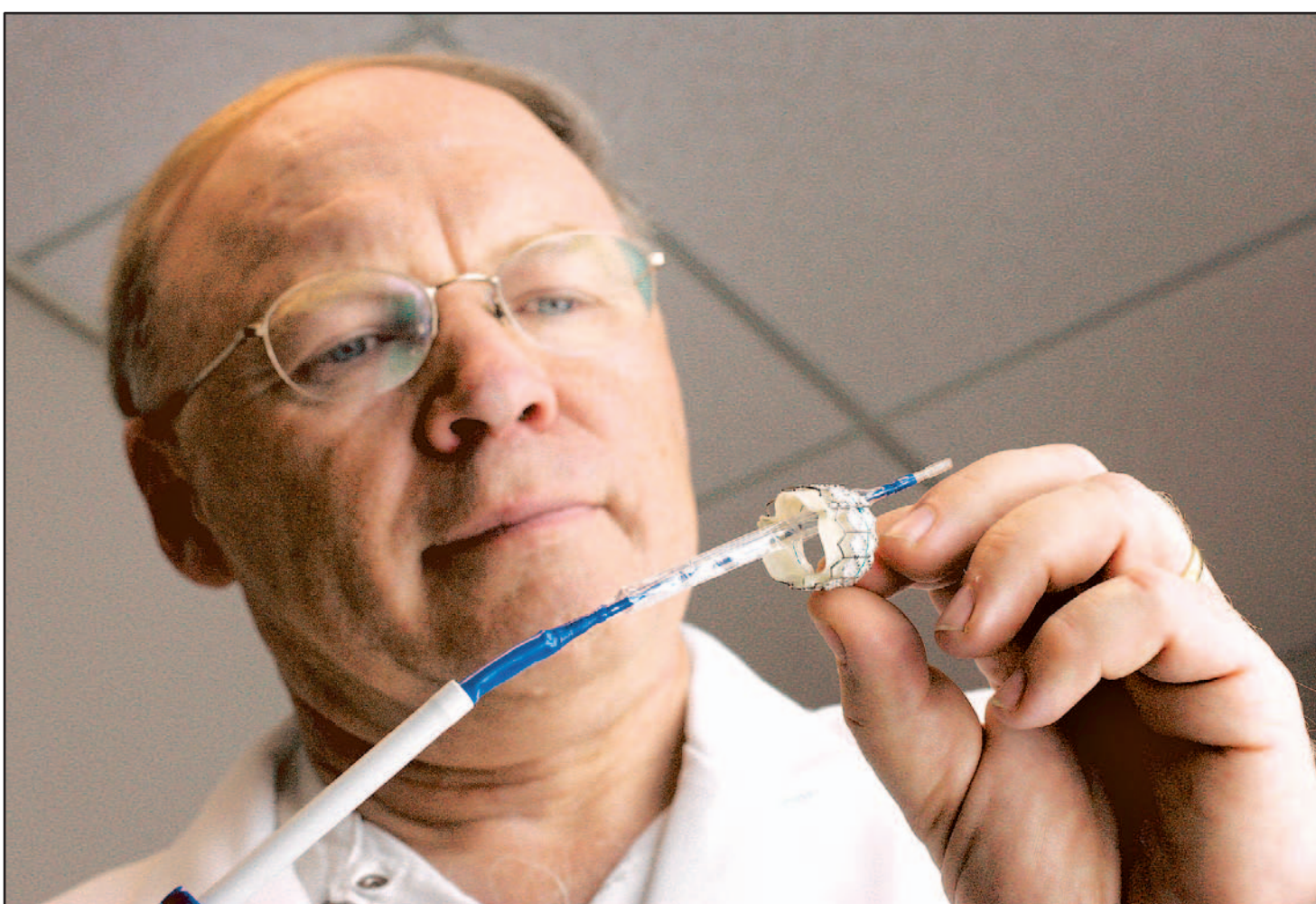
The Clinic's No. 1 innovation for next year is similar to the da Vinci System, except that the tiny tools are introduced to body cavities — such as inside the heart — through tube-like catheters. Catheter-based systems enable surgeons to work in places where their hands don't fit.

This is the second year the doctors have created a list.

Technology consultancy Alix-Partners LLP "did the leg work for us" to develop the initial list of medical innovations, said Christopher Coburn, executive director of CCF Innovations, the Clinic's commercialization unit.

It took months for about 20 Clinic doctors to agree on the 10 Innovations, Coburn said.

To reach this Plain Dealer reporter: [mvanac@plained.com](mailto:mvanac@plained.com), 216-999-5302



MARVIN FONG | THE PLAIN DEALER

Dr. Lars Svennson, a cardiac surgeon for the Cleveland Clinic, holds an aortic heart valve and the catheter that delivers it to a patient's heart through a small incision. The valve was No. 2 on the Clinic's list of Top 10 Medical Innovations for 2008.

## Doctor's new tools

**1. Flexible intraluminal robotics:** A catheter-based technology to let surgeons manipulate tiny tools, in places where their hands don't fit — such as inside the heart. The flexible robotic system could be used for urology, cardiology, cardiac surgery and other specialty procedures.

**2. Percutaneous aortic heart valves:** Aortic heart valves are delivered via catheters through a groin or small incisions in the chest wall and then expanded inside the heart. X-ray screening lets doctors monitor the valve as it is positioned.

**3. RNA-based therapeutics:** Gene-based therapies

that reduce a protein that carries the "bad" cholesterol and triglycerides in the bloodstream. This could help reduce heart disease.

**4. Convergence of advances in genome scanning and informatics to support clinical applications:** Genetic testing that can produce personalized health risk assessments to head off future disease.

**5. New drugs to prevent blood clots or bleeding:** Newer anticoagulant treatments, which include low molecular weight heparins, are being introduced to curb complications such as bleeding and thrombosis.

**6. Nasal drops that de-**

**liver flu vaccine to infants:** Nasal drops containing live attenuated flu can be used as a vaccine instead of needles and provide protection from influenza for the high-risk population of children as young as 6 months.

**7. Image fusion for diagnostic and therapeutic use:** Merging of different types of medical imaging technology to better diagnose both anatomic and physiologic problems and guide minimally invasive procedures.

**8. Implanted devices to potentially restore movement to the severely disabled:** Neural control devices that could restore movement of arms and legs to patients with spinal cord injuries,

stroke, ALS and other central nervous system injuries.

**9. Engineered cartilage products for joint repair:** Natural biomaterials are used to replace joint cartilage tissue damaged from injury or arthritis. The engineered cartilage is surgically implanted into the joint with the intent to avoid artificial joint replacement.

**10. Dual energy source computed tomography imaging:** Computed tomography (CT) scanners use two radiation sources and detectors, speeding medical imaging and exposing patients to less radiation. It will allow imaging of patients with high or irregular heart rates, previously a limitation.

# Halloween knickknacks carry a real fright — lead

STEPHEN KOFF  
Plain Dealer Bureau Chief

WASHINGTON — It's only a plastic cup, but it's a frightening one, with a green, gap-tooth Frankenstein face that could scare any pre-kindergartner.

But parents might have an even bigger fright. These cups, seemingly perfect for a drink of cider at a pre-trick-or-treat party, can be downright dangerous, according to an analysis. Imported from China and sold in stores in Ohio, they have paint with 3.9 percent lead by measure, 65 times this country's acceptable lead level.

The cups and two kinds of Halloween buckets for carrying candy — one depicting a purple witch, the other a

white skull, both of them with excessive levels of toxic lead paint — were purchased in Ohio and tested for lead by Jeffrey Weidenhamer, a professor and chairman of the chemistry department at Ashland University. With U.S. Sen. Sherrod Brown of Ohio, who asked for the Ashland study, Weidenhamer will announce today more details, including where the goods were purchased.

They gave few details Tuesday, but in a letter to Consumer Product Safety Commission Chairman Nancy Nord, Brown said that 22 Halloween products were purchased and tested. Nineteen were found to have acceptable lead levels, but the Frankenstein cup and the witch and skull buckets did not.

SEE LEAD | C5



This plastic cup, being sold in Ohio stores, contains dangerous levels of lead, according to tests done by Ashland University chemistry professor Jeffrey Weidenhamer.

# New models a bright spot in GM, Ford sales figures

JOE GUY COLLIER  
Detroit Free Press

DETROIT — Despite a difficult overall market, General Motors Corp. and Ford Motor Co. found a receptive audience for new and redesigned vehicles in September, giving hope that their evolving lineups could win back U.S. customers.

On Tuesday, GM reported U.S. sales in September of 334,974 vehicles, up 0.3 percent from the same month last year. Sales of the redesigned Cadillac CTS were up 66.8 percent to 6,416.

The GMC Acadia and Buick Enclave, new car-based utility vehicles, combined for sales of

**NEW BOSS:** Chrysler's Jim Press says number of models may be trimmed. **C2**

10,104. Neither was offered at this time last year.

Ford Motor Co.'s U.S. results, hurt by slumping truck sales, dropped 21 percent to 189,037. But a redesigned Escape was a bright spot, with sales increasing 10.3 percent to 11,132. The all-new Ford Edge, which was not available at this time last year, registered September sales of 11,632, the third-best-selling vehicle in Ford's lineup.

SEE SALES | C5