

HAMILTON MEDICAL, INC. NORTH AMERICAN SALES FORCE EXPANSION CONTINUES

Intelligent Ventilation

Richard Sobel, MS, RRT, Jennifer Hunter, RRT, William Nehring, RRT and Tiffany Kirk, RRT will be joining Hamilton Medical providing the clinician with Intelligent Ventilation through ASV, a solution that allows the clinician to focus on the patient, while the patient is protected 24/7 by a strict set of safety parameters. Intelligent Ventilation is right in line with current trends in health care like the ventilation bundle, the sepsis management bundle and other safety initiatives. Sean Denning, RRT, Sean O'Brien, RRT and Chris Purcell have joined Hamilton Medical to respond to the increasing demand for the "ventilator autopilot". Intelligent Ventilation is all about patient safety and staff effectiveness, stated Melissa Turner one of Hamilton's Clinical Specialists. "A patient's lung condition is dynamic, unlike the static settings we program with conventional ventilation. Intelligent Ventilation also allows the ventilator to change dynamically with the patient's condition." David Costa, the company's Vice-President, said that the need for additional staff continues. "There are more and more physicians and RTs that 'get it'. Intelligent Ventilation incorporates many of the same technologies that has helped commercial aviation achieve huge strides in safety and crew efficiencies. We are changing the standard of care in mechanical ventilation and will grow as rapidly as required to meet the market demand".

COUGHASSIST NOW AVAILABLE DIRECT FROM EMERSON



As a means of offsetting the recent changes made to Medicare reimbursement, DMEs and HMEs can now purchase the **CoughAssist** mechanical in-exsufflator (MI-E) directly from the manufacturer, J.H. Emerson. The CoughAssist is designed to reduce the occurrence of respiratory infections in those that have lost their ability to cough effectively. The non-invasive CoughAssist achieves this by gradually applying a positive pressure to the airway, and then rapidly shifts to negative pressure. The rapid shift in pressure produces a high expiratory flow from the lungs, simulating a cough. It is ideal for patients with neuromuscular disease, or other neurological disorder with some paralysis of the respiratory muscles, such as spinal cord injury. For pricing and to set-up an account, please contact us at 1-800-252-1414. www.coughassist.com.

MAQUET CRITICAL CARE CELEBRATES ITS 100,000TH SERVO VENTILATOR SOLD



MAQUET Critical Care celebrated its 100,000th SERVO ventilator sold at the 52nd AARC Conference, December 11th in Las Vegas, NV. Doug Smith, Vice President of Sales for MAQUET Critical Care presented the SERVO-I commemorative plaque to Mike Malatesta, RRT, Director of Respiratory Care and Robert Peitzykowski, RRT, RCT, Clinical Educator, Respiratory Care Department, of the New Hanover Regional Medical Center, Wilmington, NC. Pictured (l-r) are Roger Lebel, Maquet Sales Rep., Mike Malatesta, Doug Smith, Robert Peitzykowski, Mike MacGregor, Maquet Regional Sales Manager, South, Jennie Haag, Maquet International Sales Director, North America

MAQUET Critical Care also unveiled their NAVA* (Neurally Adjusted Ventilatory Assist) technology at the AARC Conference. NAVA lets the patient control the ventilator with his/her respiratory center in the brain. Using signals transmitted through the phrenic nerve to the diaphragm, a catheter captures the electrical activity and feeds it to the ventilator. NAVA responds by providing the requested level of ventilatory support. The NAVA function is available on the SERVO-I ventilator. *NAVA is under 510(k) review by the FDA and is not commercially available in the US.

MAQUET held their Annual Customer Appreciation Party at TAO NightClub at the Venetian Hotel. The sleek, ultra hip spot was the perfect venue to thank their customers for their loyal support of the Servo-i. Over 850 customers attended and were hosted by 50 Maquet employees from US, Sweden, and Canada.

VIASYS HEALTHCARE NEW STRATEGIC BUSINESS UNIT IN RESPIRATORY CARE



To ensure VIASYS Healthcare Inc. (NYSE: VAS) continued growth and success, two new strategic business units within the VIASYS Respiratory Care group will be formed. This new formation will allow VIASYS Healthcare to accelerate their growth and achieve a world-class performance in every aspect of the business.

Ruth Lundstrom is promoted to Division President, Critical Care, VIASYS Respiratory Care. Ruth will be responsible for the global strategic direction and operating performance of the Critical Care Ventilation business.

Matt Margolies is promoted to Division President, Respiratory Diagnostics, VIASYS Respiratory Care. Matt will be responsible for the global strategic direction and operating performance of the Respiratory Diagnostics business.

Becky Mabry who has led our Sleep Solutions business is promoted to Division President, Sleep Diagnostic & Therapy, VIASYS Respiratory Care. Becky continues to be responsible for the global strategic direction and operating performance of the Sleep Diagnostics & Therapy business.

VAPOTHERM ANNOUNCES REINTRODUCTION OF 2000i DEVICES TO MARKET



January 4, 2007: Stevensville, MD: Vapotherm, Inc. announced today that its 2000i High Flow Humidification Device has been reintroduced to the market after agreement by the U.S. Food and Drug Administration (FDA) that the company can begin shipping the devices to customers. The Company is notifying its hospital and homecare customers to arrange for shipment of devices beginning this week.

The devices are being returned to customers with new instructions for use, including the recommendation to utilize only sterile water in the system.

"Vapotherm is pleased to return the 2000i and High Flow Therapy to our users," said Robert Storey, President and CEO. "Over the last five years, the device has become a new standard of care in neonatal, pediatric and adult respiratory therapy. During the recall period, we received a tremendous outpouring of support from health care practitioners, patients and their families, all voicing the importance of this technology in providing non-invasive respiratory support. We extend our sincere appreciation to our customers and partners for their patience and support during this period." Complete information on the corrective actions, recall, product operation and safety is available on the Vapotherm 2000i Reintroduction Information website at <http://www.vtherm.com/customers/education.asp?section=1>. For additional information or to schedule an in-service session, please email info@vtherm.com.

CONTOUR PRODUCTS INTRODUCES PILLOW SOLUTION FOR CPAP PATIENTS



Contour Products™ recently introduced the CPAP Sleep Aid™, a pillow designed specifically for patients who use CPAP masks.

The CPAP Sleep Aid's patented design features hollowed-out areas on each of the pillow's lower sides, alleviating mask pressure against the face to dramatically improve comfort and help prevent leaks. These pressure-free zones allow CPAP patients to sleep on either their left or right side, and even on their stomachs.

"Sleeping on your side or stomach can be a real issue for someone who wears a CPAP mask from both a comfort and compliance standpoint," Scott Davis, president and CEO of Contour Products, said. "We designed this pillow to help patients get the full benefit of their equipment without sacrificing their favorite sleeping positions."

Beyond the pressure-free zones, the sleep aid has five additional features for CPAP mask use. From ergonomically designed neck, head and shoulder support, to specifically molded spots for users' ears, to inclined upper sides for forehead support to prevent rotating downward and crushing the mask and hose, the CPAP Sleep Aid addresses several problems that interfere with CPAP compliance. It's designed to work with all major brands and styles of CPAP masks. Go to www.contourliving.com for additional information, or contact Joe Safrit, Contour Products national sales manager, at jsafrit@contourliving.com, (704) 527-6133 ext. 197.