

INDUSTRY NEWS

SEQUAL TECHNOLOGIES NAMES RON RICHARD AS CHIEF EXECUTIVE OFFICER



SeQual Technologies Inc., has announced the appointment of Ron Richard to the position of CEO. Mr. Richard most recently served as senior vice president of sales and marketing at SeQual Technologies and has more than 30 years of experience in the healthcare industry and has worked as a clinician in respiratory care, sales, product development and strategic planning. He replaces Jim Bixby, who will continue as a member of the Board of Directors.

Mr. Richard has held a number of senior level positions in the industry prior to joining SeQual Technologies in 2007. During his tenure, the Company has experienced rapid growth attributable to sales and marketing, and has continued to expand globally with the establishment of an E.U. headquarters. The sales and marketing channels have been greatly expanded and the Company has begun playing an increasingly significant role in industry groups. The flagship Eclipse Personal Oxygen System has led the way in making SeQual the clear leader in battery operated oxygen concentrators.

"I joined SeQual Technologies because it was apparent that the team here shares my passion for providing solutions that improve patient quality of life and healthcare providers' standard of care. I intend to ensure that we maintain that patient-oriented focus through clinical and technological superiority," said Mr. Richard. Mr. Richard is a published author on multiple topics in healthcare and is actively supporting patient advocacy groups to improve the outcomes and health benefits for patients suffering from chronic conditions such as COPD, sleep apnea, and degenerative neuromuscular disease. He has been active in several associations over the years helping with standards, health care finance issues, reimbursement and strategic planning, such as NAMDRG, ACCP, AARC and ASAA.

CHAD THERAPEUTICS FINDS NEW HOME IN NAPLES, FLORIDA



Inovo Inc. announced that it has completed its relocation of CHAD Therapeutics' production and sales and marketing functions from California to Naples, Florida. Inovo acquired CHAD in February of this year.

CHAD Therapeutics has been the leading innovator in the field of oxygen conservation since the introduction of the first conserving device in 1983. Today, CHAD offers the broadest line of electronic, pneumatic and disposable conservers on the market, and is uniquely positioned to meet the needs and preferences of a wide range of oxygen patients.

Inovo has been a leading manufacturer of both regulators and conservers for the private-label market for over 10 years.

"The combination of CHAD's leadership position and Inovo's manufacturing expertise will allow CHAD to continue in the tradition of innovation and excellence," explains George Harris, CEO of Inovo, Inc.

Another benefit of Inovo's specialization is the speed at which the Company can help CHAD customers respond to what has become an extremely dynamic marketplace. "With 100% of our time and energy devoted to oxygen conservation, we are able to focus on this segment of the industry, identify needed improvements, and deliver technological advancements quickly and efficiently," says Harris. "This gives us a unique competitive advantage."

GE HEALTHCARE TO ACQUIRE VITAL SIGNS FOR \$860 MILLION CASH



General Electric Co has announced it will acquire medical-device maker Vital Signs Inc for \$860 million, a move to expand its \$17 billion health care operation into the single-use products market. Vital Signs, Inc., is a global provider of medical products applicable to a wide range of care areas such as anesthesia, respiratory, sleep therapy, and emergency medicine. Omar Ishrak, president and CEO of GE Health Care's clinical systems unit, said that the deal, due to close in the fourth quarter, would be a boost to earnings next year at the second-largest U.S. company by market capitalization. "We expect this business to grow at double-digit rates," Ishrak said. Vital Signs last year earned \$19.2 million on \$205.3 million in net revenue, which takes into account the effect of rebates on the company's products. GE said the deal values Vital Signs at \$860 million net of cash and investments. It said that shareholders with a 37 percent stake in Vital Signs have agreed to vote in favor of the deal.

ITAMAR MEDICAL: FDA HAS ACCEPTED ITS PREMARKET 510(K) NOTIFICATION FOR THE WATCH-PAT200



Itamar Medical has announced that the FDA has accepted its Premarket 510(k) Notification for the Watch-PAT200. The Watch-PAT200 is the most recent development of the Watch-PAT technology, intended to offer sleep specialists and other physicians managing sleep breathing disorders with the optimal technology to diagnose and evaluate patients with obstructive sleep apnea. The Watch-PAT200 represents a technology breakthrough, with less than half the size of its predecessor the Watch-PAT100, yet, provides clinical data including apnea-hypopnea index, oxygen desaturation levels, sleep time and sleep phases, including REM, without requiring a nasal canula or EEG electrodes. The Watch-PAT200 was presented at the Annual American Associations of Professional Sleep Societies (APSS) in Baltimore and will be available for sales starting August 2008.

HAMILTON MEDICAL, INC. AWARDED PREMIER AGREEMENT TO OFFER INTELLIGENT VENTILATION TO MEMBER FACILITIES



Hamilton Medical, Inc., the exclusive provider of Intelligent Ventilation and a leading developer of medical equipment, has signed an agreement with Premier, one of the largest group purchasing organizations in the United States. Hamilton Medical's three-year agreement, effective July 1, 2008, offers all Premier members access to contracts for Hamilton Medical's complete ventilation line. Intelligent Ventilation, exclusively from Hamilton Medical, is a comprehensive initiative with one focus: the elimination of patient injury due to mechanical ventilation. Hamilton Medical has set a totally new standard in patient safety, error reduction and risk reduction while improving healthcare quality. Premier Inc. serves more than 2,000 U.S. hospitals and 51,000-plus other healthcare sites, the Premier healthcare alliance and its members are transforming healthcare together. Owned by not-for-profit hospitals, Premier operates one of the leading healthcare purchasing networks and the nation's most comprehensive repository of hospital clinical and financial information. A subsidiary operates one of the nation's largest policy-holder owned, hospital professional liability risk-retention groups. A world leader in helping healthcare providers deliver dramatic improvements in care, Premier is working with the United Kingdom's National Health Service North West and the Centers for Medicare & Medicaid Services to improve hospital performance. Headquartered in San Diego, Premier has offices in Charlotte, N.C., Philadelphia and Washington.

EFFECT OF THERAPEUTIC HME ON VAP STUDY ADDITIONAL RESEARCH SITES NEEDED



With changes in Government reimbursement on the horizon, ARC Medical is looking for additional sites to provide data on the effect of the company's high performing HME devices on the VAP rate of a facility. In order to qualify for the study the facility must:

- Use heated humidification as main method of providing humidity.
- Have a consistent definition of VAP from Infection Control.

Facility requirements

The study will consist of the following:

1. Baseline measurements of sputum consistency with current system. Sputum consistency will be documented at shift change.
2. All new patients without contraindications will be humidified with the ThermoFlo™ device. No conversion of existing patients to the ThermoFlo™.
3. A one month "wash out" period will be observed prior to data collection.
4. Data will be collected for 3 to 6 months.
5. Facility will present data for publication.

ARC responsibilities - For selected facilities, ARC Medical will:

1. Provide product at reduced cost for the study.
2. Provide financial assistance for data collection and reporting.

If your facility would like to participate in this study, please contact Hal Norris at ARC Medical at 800-950-2720 ext. 210