

INDUSTRY NEWS

DRAEGER ANNOUNCES FDA CLEARANCE FOR NEW VENTILATOR – CARINA™



Draeger Medical Systems, Inc., announced that it has received 510(k) clearance from the FDA to market the Carina, Draeger's latest product in its ventilator product line to the US market. The Carina ventilator offers both invasive and non-invasive capabilities in one device. Its latest technology known as "Synch Plus" will compensate for leakage and provide effective breath delivery. The Carina is well suited for the emergency room, general ward, ICU, or sub-acute facilities as it features an internal battery and can operate independent of a high pressure gas system.

"This will allow clinicians a wide array of ventilation therapies in a single device characterized by ease of use and patient comfort. The transportability of the Carina makes patient transfer seamless and expedient especially when a patient requires non-invasive support" said Ed Coombs, MA RRT, Director, Critical Care and Ventilation for Draeger Medical, Inc.

For patients who are mechanically ventilated long term, the Carina-home facilitates similar style ventilation technology for chronic patients outside of the hospital. The Carina-home has been in the US marketplace for over a year. The Carina is expected to be commercially available by July 2008 in the US.

SCRIPPS MEMORIAL HOSPITAL NURSES THROW OUT UNION

Registered nurses at Scripps Memorial Hospital Encinitas voted out the California Nurses Association (CNA) as their union in recent election. The decision by Scripps nurses to eject the CNA follows contract negotiations that didn't result in real improvements for nurses or patient care. "Scripps nurses' vote to oust the CNA should be a wake up call to the union," said Lorraine Thiebaud, a registered nurse in San Francisco General Hospital's recovery unit and member of Service Employees International Union (SEIU) 1021. "CNA is spending millions of dollars in its members' dues money on efforts both inside and outside California that hurt nurses and other healthcare workers while neglecting their own members' needs to win improved pay and benefits, strong staffing ratios and new patient protections."

For months, the CNA has been mounting campaigns to persuade SEIU nurses to decertify their union in hospitals in states including California, Ohio, and Nevada. In California, the CNA's hostile efforts to raid hospitals represented by SEIU has even resulted in violence, with a CNA organizer arrested in early April for slapping an SEIU organizer and stomping on the foot of another while handing out decertification leaflets at a Los Angeles hospital ("Battle of the Nurses' Unions Turns Physical," Los Angeles Times, April 10, 2008).

This week, the Alameda County Superior Court ordered an illegal temporary restraining order obtained by the CNA as a publicity stunt last week be thrown out after reviewing affidavits and other information contradicting the CNA's accusations that "5 male staffers were harassing CNA Board members." A video shows that a 54 year-old registered nurse and a 61 year-old respiratory therapist, both women, were going door-to-door to try to speak to CNA leadership.

SEQUAL TECHNOLOGIES OPENS EUROPEAN OFFICE



SeQual Technologies Inc., which is based in San Diego, develops oxygen systems known worldwide for their reliability, quality and revolutionary design. SeQual offers a family of innovative products ranging from the 3 LPM (liter-per-minute) continuous flow Eclipse® 2 with AutoSAT™ Technology, Personal Ambulatory Oxygen System to its compact, bedside Integra 10 LPM unit.

SeQual is proud to announce the grand opening of their European service and distribution center in Eindhoven, Netherlands. "SeQual's products improve the lives of COPD patients. We see the same need for our advanced technology in Europe as we see in the US market. Through our new European headquarters in Eindhoven, we are committed to providing the same outstanding levels of service and support we already provide in the US market," said Jim Bixby, CEO. "SeQual is dedicated to helping patients on a global basis through our technology and now with the opening of the European headquarters, we are better able to service patients traveling abroad who use the Eclipse as their sole source of oxygen," continues Ron Richard, Sr. VP of Sales and Marketing.

The new office is a part of their corporate mission to continually improve and expand. The European market is growing rapidly and a centralized location is necessary to improve customer service and technical support. The center will allow for constant communication, accurate distribution and faster service turn around times. "With the opening of the new facility we are now able to build stronger relationships through these new in country resources and organization," said Frans Clasener, Managing Director of SeQual Technologies Europe BV.

AAST NAMES 2008 OFFICER, DIRECTORS AND AAST AWARD RECIPIENTS

AAST members have elected Ms. Cindy Kistner, RPSGT, REEGT to the office of President-Elect, and Mr. William Eckhardt, RPSGT, RRT, Ms. Joanne Hebbing, RPSGT and Ms. Mary Kay Hobby, RPSGT, RRT to the offices of Director-at-Large. The newly elected President-Elect and three Directors-at-Large will be installed into office during the General Membership Meeting at the AAST 30th Anniversary Meeting on Tuesday, June 10, 2008 in Baltimore, Maryland. The AAST General Membership Meeting is open to all AAST members in good standing. The AAST will honor the 2008 AAST award recipients during the 4th annual awards ceremony on Tuesday, June 10, 2008 at 8:30am during the 30th Anniversary Meeting in Baltimore, Maryland. Award winners are:

Regina Patrick, RPSGT - The Peter A. McGregor, RPSGT Service Award
Marilyn Swick, RPSGT - The Elliott Weitzman, MD Service Award
Debbie Akers, RPSGT, RRT -The Sharon Keenan, PhD, RPSGT Service Award
Lynda Daley Barsch, RPSGT -The Mary Carskadon, PhD Literary Award
Reginald Hackshaw EdD, RPSGT - The Allen DeVilbiss, MD Literary Award
Michelle Larson, RPSGT - The German Nino-Murcia, MD Achievement Award

The AAST will host the 30th Anniversary Reception during the annual meeting on Tuesday, June 10 from 6:30pm to 8:30pm in the Atrium and Constellation Foyer of the Hyatt Regency Hotel. This special event will commemorate the association and recognize its founding members for their leadership in the sleep medicine community.

RESMED INC ANNOUNCES FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED MARCH 31, 2008



ResMed Inc. announced revenue and income results for the quarter ended March 31, 2008. Revenue for the quarter was \$211.8 million, a 16% increase over the quarter ended March 31, 2007. For the current quarter, income from operations and net income were \$37.4 million and \$29.7 million, respectively. Diluted earnings per share for the quarter ended March 31, 2008 was \$0.38. Net income and diluted earnings per share both increased by 12% compared to the quarter ended March 31, 2007, excluding voluntary product recall expenses incurred in the March 2007 quarter. Gross margin was 60% for the quarter ended March 31, 2008. SG&A costs were \$70.1 million for the quarter, an increase of \$8.8 million or 14% over the same period in fiscal 2007. SG&A costs were 33% of revenue in the March 2008 quarter, compared to 34% in the same period in fiscal 2007. The increase in SG&A was primarily due to the addition of selling and administration personnel and related expenses necessary to support our sales growth. The increase in SG&A was also due to the net appreciation of international currencies against the U.S. dollar.

R&D expenses during the quarter were \$15.0 million, or approximately 7% of revenue. R&D expenses increased 15% year over year and are expected to remain at approximately 7% of net revenue for the last quarter of 2008. The increase in research and development outlays reflects ResMed's continuing commitment to innovation within its product portfolio, as well as an ongoing commitment to clinical research and product development. The increase in R&D was also due to the net appreciation of international currencies against the U.S. dollar.

GENSTAR TECHNOLOGIES APPOINTS NEW NATIONAL SALES MANAGER



Joe Wilson has joined Genstar Technologies as the National Sales Manager for Specialty Gas Products. He will be responsible for all sales and support for the GENTEC Specialty Gas, High Purity, and Industrial Gas Manifold systems.

Genstar Technologies Co, Inc. produces products from commercial to semi-conductor grades. The company utilizes CNC machines to produce the highest quality products. Clean rooms up to class 10 are utilized for some products. The company maintains QMS-1, ISO 9001, API, ISO 13485, and CE listed quality certificates. Joe brings over 25 years of industry experience in manufacturing, marketing, and distributor sales. He will focus on working with distributors to introduce a new and comprehensive line of Specialty Gas Equipment.