



News Release

For Immediate Release

Medical Specialties Distributors, LLC (MSD) Holds National Sales Meeting

Stoughton, MA – October 30, 2008 – Medical Specialties Distributors, LLC (MSD), the leading supplier of healthcare products and biomedical equipment rentals and services to the home infusion market, recently held their annual Sales Meeting at the Wequassett Inn and Resort in Chatham, Massachusetts. Along with the MSD Sales force in attendance were more than two dozen key customer and 40 critical suppliers.

From October 19th through October 23rd the MSD Sales and Marketing Teams conducted a number of training sessions to assist MSD Sales Reps in improving their product knowledge, enhancing their selling skills and developing greater industry knowledge. These sessions included Relationship Selling, Kit Selling, CRM, and Total Enterprise Solution. Global manufacturer B Braun also provided product training on their Premier basket of products.

In addition to training, MSD Sales Reps participated in Roundtable discussions. Customers and vendors were able to meet with members of MSD's Sales & Marketing teams to discuss the latest trends and current issues in healthcare. Topics presented included Chemotherapy, IV Bag to Patient, PHD Case Study, Device Sales and Rentals. MSD reps also received <USP>797 training from Nancy Kramer of NHIA.

MSD Reps and visiting customers also attended a vendor exhibit. More than three dozen MSD suppliers displayed showed their latest products. After the vendor exhibit two suppliers received special recognition for their performance over the past year. MSD suppliers B Braun and MedikMark each were awarded MSD's "True Partnership Awards" for their efforts.

ABOUT MEDICAL SPECIALTIES DISTRIBUTORS, LLC (MSD): In December 2005, MSD acquired the assets of Medical Specialties Distributors, Inc., a company that had previously serviced the alternate-site market place since 1984. MSD continues to be a primary distributor of med surg product and biomedical equipment into the alternate-site marketplace. Recently, MSD launched a major initiative into the acute care market to support the equipment needs of hospitals nationwide. MSD's additional services include formulary development, online ordering, equipment management and tracking, and patient direct delivery programs. MSD is an authorized distributor for most of the healthcare industry's leading group purchasing organizations and is also ISO 9001:2000 & ISO 13485:2003 Certified.

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