



News Release

For Immediate Release

Medical Specialties Distributors, LLC (MSD) Private Brands Offering Grows

Stoughton, MA – June 1, 2009 – Medical Specialties Distributors, LLC (MSD), the leading supplier of healthcare products and biomedical equipment rentals and services to the home infusion market, announced today the unprecedented growth of their private brands portfolio.

Over the past year, MSD has developed and launched over 150 new private label products in more than a dozen of their core product categories. The recent expansion has grown MSD's private brands offering to over 600 products. MSD's private-label business has doubled in the past eighteen months, and accounts for approximately 10% of med/surg product sales.

"Considering the increasingly tighter margins and inflexibility of pricing with national brand products," Mike Ward, senior vice president of marketing notes, "expansion of our private brands is a way for MSD to differentiate ourselves in the market and improve our profitability." Ward continued, "Our strategy is to continue to offer the leading national brand products used in home infusion, while developing high quality, low cost product alternatives for our customers."

Recently launched private brand products include the following: MedStream dressing change trays featuring Johnson and Johnson's BioPatch® Protective Disc with CHG and 3M's Tegaderm® with CHG; VERSAPro non-sterile exam gloves, gauze sponges, tapes, and dressings; MedStream needleless vial adapters and extension sets; and MedStream pharmacy admix products.

MSD's portfolio of private brand products is comprised of the MedStream, Home Ready, Corbridge Technologies, and Chatham Scientific brands. Other private brand products offered by MSD consist of more than 500 items including IV Therapy Kits, TPN Bags, Catheter Securement Devices, Dressing Change Trays, Enteral Feeding Pump and Sets, Infusion Pump Carrying Cases, Pharmacy Admix Products, Huber Safety Needles, Chemo Safe Transfer Devices, IV Poles, Administration Sets, and Flow Regulator Devices.

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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