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## Z-MEDICA SIGNS DISTRIBUTION AGREEMENT WITH STÖPLER

### *Stöpler to Distribute Z-Medica QuikClot Products for the First Time to Hospitals in The Netherlands*

WALLINGFORD, CT, September 14, 2010 – Z-Medica Corporation, a medical device company developing innovative hemostatic agents, today announced that it has signed an exclusive distribution agreement with Stöpler, a supplier of medical instruments, equipment and disposables to hospitals in the Netherlands, Belgium and Luxembourg. Stöpler will have the exclusive rights to sell and distribute Z-Medica's full line of QuikClot® hemostatic agents to hospitals and healthcare professionals in The Netherlands.

QuikClot products received CE Mark from the European Union in November 2009 and the company has been negotiating distribution agreements with a series of best-of-breed medical device distributors such as Stöpler in European markets since then.

"Bleeding is a problem across the globe, and Z-Medica is aiming to reach beyond the U.S. borders with revolutionary gauze products that are proven effective in some of the most traumatic of circumstances," said Brian Herrman, Chief Executive Officer, Z-Medica. "We are proud to work with partners like Stöpler, who see the need to have QuikClot in every hospital and carried by all healthcare professionals."

QuikClot is a surgical gauze impregnated with kaolin, an inert mineral with no known contraindications, and can achieve hemostasis in severe bleeding situations in as little as three minutes. QuikClot is widely used throughout several clinical specialties, including cardiology, interventional radiology, critical care, dermatology, emergency medicine, orthopedics and OB/Gyn, and after months of testing against 12 other hemostatic products in the marketplace, the military version of the kaolin gauze ("Combat Gauze") was chosen as the exclusive product for use by all US Military Forces in 2008. It continues to be the exclusive product used by all USA military forces for first line treatment of bleeding hemorrhage.

"Our focus is on providing healthcare professionals throughout The Netherlands access to premium brands such as QuikClot, and we are thrilled with the opportunity to provide our partners with this line of life saving devices," said Eric Knuiman, General Manager of Stöpler. "We foresee great demand for this product as it is not only safe and effective, but also diverse in its applications."

The QuikClot line of products to be distributed by Stöpler includes:

- **QuikClot® Combat Gauze™** is a soft, white, sterile, nonwoven 3" by 12 feet rolled or z-folded gauze impregnated with kaolin. Each roll of QuikClot Combat Gauze is individually wrapped in an easy rip, military grade foil pouch. Indicated for temporary external control of traumatic

bleeding, QuikClot Combat Gauze is flexible and pliable and contours to all wounds. Recommended as the number one hemostatic agent by the COTCCC (Committee on Tactical Combat Casualty Care Committee), QuikClot Combat Gauze is the only product carried by all branches of the US Military to control life-threatening hemorrhage.

- **QuikClot® Emergency Dressing™** is an easy-to-use dressing which can achieve hemostasis in as little as three minutes, helping to prevent loss of life and limb. Because QuikClot requires very little training to administer, it can be effectively used by medical personnel, civilian first-responders and medical professionals in the field and in clinical environments. This dressing comes in various sizes, including a 4-ply 4" by 4" (10cm x 10cm) and a 6-ply 2"x2" (5cm x 5cm) format.
- **QuikClot® Interventional™ Hemostatic Bandage** consists of a soft, white, double sterile, hydrophilic pad impregnated with kaolin. It is double-wrapped in a blister package and foil pouch for aseptic technique. QuikClot Interventional Hemostatic Bandage is applied topically as an adjunct to manual compression and is indicated for the local management and control of external bleeding from vascular access sites and percutaneous catheters or tubes utilizing sheaths up to 12 Fr.
- **QuikClot® Trauma Pad™** consists of a soft, white, double sterile, three-ply 12"x12" (30cm x 30cm) pad impregnated with kaolin. It is double-wrapped in a peelable foil package for aseptic technique. QuikClot Trauma Pad is indicated for temporary external use to control traumatic bleeding and is also x-ray detectable to ensure proper removal. .

#### **About Z-Medica**

Z-Medica Corporation is a medical device company developing innovative hemostatic agents. The company manufactures and markets its QuikClot® family of products for hemostasis for use by healthcare professionals, first responders, law enforcement officers and the military. QuikClot products rapidly enhance the body's natural coagulation process, helping to achieve hemostasis faster. Z-Medica's QuikClot® Combat Gauze™ product was chosen by the Committee on Tactical Combat Casualty Care (TCCC) as the United States Military's sole source supplier for first-line hemostatic treatment, based on tests conducted by the Naval Medical Research Center and the U.S. Army Institute for Surgical Research. It continues to be the exclusive product used by all USA military forces for first line treatment of bleeding hemorrhage. QuikClot® products are also widely used by first responders, in hospital emergency rooms, interventional cardiology and radiology laboratories and other healthcare environments where bleeding requires fast and effective control. Z-Medica is a privately-held company based in Wallingford, CT. More information about Z-Medica Corporation is available at [www.z-medica.com](http://www.z-medica.com).

#### **About Stöpler**

**Prominent and complete in medical products and services.**

With a history extending over 100 years, Stöpler Instrumenten & Apparaten is known on the Dutch market as *the* supplier of medical products and services.

Today, Stöpler operates in the top of the market, with a major part of the Dutch hospitals and clinics as its clients. Stöpler works closely together with a large number of manufacturers in order to exercise direct influence on the quality and innovation of products. We can always give our clients solid advice on the best solution at the best price.

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Stöpler is a member of the Simed Health Care Group, which focuses on the design and set-up of equipment in health care on a wide scale. Other companies that belong to the group are Simed International, a worldwide specialist in turnkey healthcare projects and hospital development, Simed Medical Centres and Services, management services for hospitals and clinics in the Netherlands, and Nasseti, supplier of medical products in Turkey. Consequently, our organization benefits from an unprecedented synergy as regards knowledge, experience and innovation.