

3M Infection Prevention Division Launches New Sales Organization Representation for U.S. Physician Market

3M Health Care today announced that its Infection Prevention Division has entered into an agreement with both Med-Tech Associates (Idaho Springs, Colo.) and Med-Care Associates (Candia, N.H.) to represent 3M Infection Prevention products into the physician office market. The 3M partnership with Med-Tech and Med-Care Associates is expected to deliver 3M's innovative patient monitoring and immobilization products to a broader range of physicians across the nation.

3M Infection Prevention Division has developed a robust coverage model to better serve its customers in the acute care, surgery center and physician office markets. The division's sales organization has a strong presence in the acute care and surgery center market spaces that has been recently augmented with specialists. The agreement with Med-Tech and Med-Care Associates completes the final phase of a multi-faceted market coverage approach to focus on growth in the expanding physician space.

A division of 3M Health Care, 3M Infection Prevention's portfolio includes products focused in asepsis, sterilization assurance, and patient monitoring and immobilization. 3M products are backed by a diverse portfolio of educational programs and knowledgeable technical service to provide practical support for customers' patients and staff.

"3M is excited to enter into this agreement with the professional, well-trained organizations of both Med-Tech and Med-Care Associates. Through this agreement, we have a strong business

partner to provide greater coverage and service to our physician customers and our distributors covering that market" said Sheila Nichols, U.S. Sales Director, Infection Prevention Division, 3M Health Care. "The Med-Tech and Med-Care Associates organizations, combined with the expertise of the 3M's channel specialists and our professional care call center, will give unprecedented support to this important market segment. This agreement is the final step in the launch of an innovative coverage model to better serve all of our customers and markets," said Nichols.

About 3M Infection Prevention Division

The 3M Infection Prevention Division offers healthcare professionals leadership solutions to minimize the risks of healthcare-associated infections. Combining science and technology, 3M Infection Prevention has introduced more than 40 distinct technology platforms and a comprehensive portfolio of quality products that help the healthcare industry define and address current infection prevention best practices. 3M Infection Prevention remains a trusted partner committed to helping customers lead the way in detecting, preventing and controlling the risk of infection.

For more information, visit www.3M.com/infectionprevention.

About Med-Tech Associates/Med Care Associates:

Med-Tech Associates is an independent sales organization that serves the healthcare industry and contracts with manufacturers of medical products and devices to act as field sales agents. Med-Tech's partner, Med-Care Associates, is an independent sales organization that serves the healthcare industry for the Northeast region of the U.S.

About 3M Health Care

3M Health Care, one of 3M's six major business segments, provides world-class innovative products and services to help healthcare professionals improve the practice, delivery and outcome of patient care in medical, oral care, drug delivery and health information markets.

For more information, visit www.3M.com.

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