



Innovating Technologies for Life

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ITL signs \$ 9.5 million supply deal with American Red Cross.

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ITL has extended its long term relationship with the world's largest blood banking organisation, the American Red Cross (ARC), for the supply of ITL's range of patented safety and ergonomic blood collection and laboratory products.

The new arrangements are in place until the end of 2007 and based on current and forecast future requirements, the extension is worth \$9.5million (AUD).

ITL has been supplying the ARC since 1998.

ITL CEO Bill Mobbs, who signed the contract at the American Association of Blood Bankers (AABB) conference in Seattle, Washington last week, says he's delighted to have secured ITL's future with such an important customer.

"They are the largest blood bank in the world collecting 6 to 7 million units of blood annually and we have been a critical supplier to them now for over 7 years. It's a long term relationship built on reliability, service and trust. The ARC is one of our most important customers and we appreciate the confidence and support they've shown in us by extending our arrangements until the end of 2007. It's very good news for ITL."

ITL's Vice President – Global Blood Banking, Stephanie Norrell, based in Washington DC, says the strong relationship with a customer like ARC is a strategically important one for ITL and continues to assist with a positive reputation in the global blood banking industry.

"Our long term relationship with ARC underpins our global credibility. The demand for our products is increasing all over the world and we're well positioned for growth".

As well as securing the new arrangement with the ARC, Bill Mobbs says the AABB conference provided a unique opportunity for ITL to demonstrate new products to key decision makers in the industry.

"We have a range of new products that will increase the levels of safety and ergonomics in the blood collection and Clinical laboratory workplace. The major manufacturers, suppliers and customers were all impressed with the products under development. Our commitment to research and development continues to pay off and it was encouraging to receive such positive feedback for the products that will be available in the fourth quarter.



ITL (ASX: ITD, www.itl-limited.com) designs and manufactures innovative medical devices and procedure packs for global healthcare markets. ITL is committed to bringing products to the market that consistently prove to be market leaders in safety and innovation and supplies 200 private and public hospitals across Australia with its range of customised Procedure Packs. ITL's products have a presence in over 35 countries and protect the lives and health of millions of healthcare workers.

Senior Director ARC Mr Fred Walker and ITL's CEO Mr Bill Mobbs at the AABB in Seattle, Washington.