



# NEWSLETTER

www.itl-limited.com  
Tel: 02 6280 8535

Newsletter November 2004  
Volume 1, Issue 1

## Welcome from the CEO

By Bill Mobbs

Welcome to the very first ITL Newsletter!! As part of our commitment to improving the flow of information around the company and to our stakeholders, our regular newsletter will cover all the latest news and views at ITL.

Since being appointed sole Chief Executive Officer for the company on 27 October 2004, it's been a particularly demanding and challenging time for us all.

I think you'd agree that we are making progress securing several contracts and simplifying our company structure by removing 4 subsidiary companies.

This newsletter belongs to everyone in the company so if you'd like to contribute in any way, please contact Susie Kettle on 02 6280 8535 or email to [Susie@itlcorporation.com](mailto:Susie@itlcorporation.com).

Thank you once again for your ongoing hard work, support and encouragement.

ITL has a bright future and I look forward to working with you all as we build an even stronger, more competitive business.

Enjoy the read.

## CONTRACTS

### Austin Health

ITL has started to supply Orthopedic packs to the Austin and Repatriation Medical Centre. ITL was awarded the 2 year contract in September 2004, which covers 9 different packs and is expected to be worth in excess of \$500,000.

The Austin and Repatriation Medical Centre is a major public teaching hospital in Melbourne with 400 beds providing a comprehensive range of medical specialties.

### INSIDE THIS ISSUE

Welcome from the CEO  
Contracts  
Restructure  
News  
Conventions  
Staff Announcements

we hope will spread into more business in the other key specialty areas in the operating suite within the campus.

### Affinity Health

ITL's relationship with the Affinity Health Group, Australia's major Private Hospital operator, has been strengthened with the signing of a 1 plus 1 year contract for the supply of Transducer Monitoring kits for all of it's 45 hospitals.

Whilst this is a shared contract (1 other supplier) we are already supplying packs and kits to 26 of Affinity's 45 hospitals and it is our intention to ensure all hospitals are using the product by early next year.

ITL healthcare is unique in Australia possibly being the only company to produce fully customised and brand specific procedure kits and packs for the Operating room and ICU/Anaesthesia departments.

Affinity recognises the benefits of a customised patient monitoring system and in turn will realise considerable cost saving benefits over the next 2 years.

ITL Healthcare is unique in Australia possibly being the only company to produce fully customised and brand specific procedure kits and packs for the Operating room and ICU/Anaesthesia departments.

Affinity recognises the benefits of a customised patient monitoring system and in turn will realise considerable cost saving benefits over the next 2 years

## Fresenius/NPBI

ITL has resolved its pending patent/licensing dispute with Fresenius/NPBI.

Fresenius/NPBI had commenced revocation proceedings against the APIS patent acquired by ITL in 2003 as outlined in Contingent Liabilities section of ITL's 2004 Annual Report (page 40, Note 29: APIS Needle Assembly). Our new TINA project (see above) is based on the APIS patent.

The successful outcome is that Fresenius/NPBI has taken a license from ITL for the term of the Patent and will now terminate legal proceedings. Details of the licensing agreement are confidential.

ITL's CEO, Bill Mobbs, says "it's the best possible outcome for us. We have moved from litigation to partnership. We're now looking forward to building a productive working relationship with Fresenius/NPBI, a relationship that will benefit both companies and their shareholders."

## RESTRUCTURE

### R&D Amalgamation

By Avtar Kashmirian

The R&D groups within ITL Limited have been amalgamated into one group, headed by Group R&D Manager Mr Avtar Kashmirian. Previously, OEM, Procedure Kits and Innovative Products were developed through separate cells which raised a number of challenges in terms of competing for shared resources, quality systems and conflicting priorities.

The amalgamation will effectively mean that all new products and developments will be channeled through one area of responsibility, documentation and system. The work would be prioritized to meet company wide objectives.

In addition R&D now incorporates the Toolroom and tooling staff at the ITL Asia Pacific plant, a move that will allow better management of new injection molding tools and their roll out for production. The amalgamations will enable R&D Group to deliver improved new products and processes in a more efficient and cost effective manner. It's a significant step forward for ITL Limited.

### New QA/RA Vice President

Dr. Frank Kubik has been appointed ITL Ltd Vice President QA/RA effective ..... His long experience

in the medical device industry along with his successful start up of ITL's manufacturing facility, including driving the successful implementation of ISO 9001/ISO 13485 over a period of four years, underlines his understanding of the global Quality System Regulation.

This is essential to further enhance ITL Limited's regulatory compliance across all its entities with authorities such as the FDA, MDD, and TGA.

Beside his initial Masters in Precision Engineering, he has further enhanced his work experience in the last ten years by achieving a MBA in management as well as his recently completed PhD in Quality Management.

We welcome Frank to his new role and look forward to his continued contribution.



## NEWS

### Environmental Management System

By Tim Cole

The ITL Limited Board has agreed to fund the transition to the environmental management system compliance ISO 14001. The initiative is driven by the increasing demand of our clients and end users for ITL to consider the environmental issues in all facets of our manufacturing.

It is a progressive and important step which will ensure ITL meets the World's best practice in the consideration of the environment in our manufacturing processes.

### TINA Project Focus Groups

By Craig Wilson

Initial design concepts for the new Aphaeresis / Dialysis and Wholeblood collection safety needles (TINA Transfusion Infusion Needle Assemblies) were presented to healthcare professionals and industry expert focus groups in ITL's three major market areas; North America, Europe and Australia in early November 04.

Multiple ideas for the form and function of both types of needles were presented to determine preferences for each market area. The presentation consisted of computer animations and physical prototypes of each

of the needle ideas. The participants gained an appreciation of proposed function as well as a real life 'feel' for the new products.

Grip techniques were observed whilst opinions and general comments were noted.



The feedback was encouraging. The comments made by the healthcare professionals will be invaluable to the design team in the ongoing development of the TINA products.

By seeking real industry opinion at this early stage of development the design team can proceed to the next stage of development with the confidence that the new product will fulfill the needs of the end user and the customer.

The results of all the focus groups in all market areas were very similar giving a clear direction as to user requirements. Participants were very enthusiastic that the type of product proposed would be a major step forward for the industry vastly improving safety and convenience for the workers.

## CONVENTIONS/ TRADESHOWS

### American Association of Blood Banks (AABB) Convention

ITL participated in the annual blood banking industry convention, held this year in Baltimore Maryland. There were approximately 5,000 attendees ranging from physicians, blood center administrators, technical and collections staff. ITL conducted a raffle with an Apple IPOD as the prize.

This pre-convention advertised raffle brought 250 attendees to the ITL booth. As a direct result from this show, there have been sales including SSK platelet transfer kit, Flipper Stripper, Baby LeukoCarts and other sample requests.

### Brazil Blood Banking Convention (CEIO)

ITL participated in the Brazilian blood banking convention at the direct invitation from a major Brazilian blood bank supply distributor. The convention was held in Sao Paulo with approximately 2,500 attendees.

This was ITL's first Brazilian convention appearance and there was serious interest raised with our line of safety and ergonomic devices.



As a direct result of this show, two major blood centers have initiated a validation of the SSK, platelet transfer product and the distributor has initiated a request to proceed with the regulatory certification for shipping our medical devices into Brazil.

### Operating Room Nurses' Association of Western Australia

ITL participated in the ORNA conference in Perth in November. Dawn Cash and Megan Dicker visited various presentations on Workplace Bullying, Recruitment and Retention, Liability and Documentation amongst several others.



*ITL Healthcare's National Sales Manager, Dawn Cash with our new sales rep, Megan Dicker*

## STAFF ANNOUNCEMENT

ITL Healthcare is proud to announce the recent appointment of two highly qualified and experienced sales representatives.

Both have a strong history of successful selling into the hospital market, particularly into operating rooms and high dependency units.

Megan Dicker and Michelle Prasser will take on on newly created roles in South Australia and Queensland respectively.

The appointments are due to the increasing demand for service and supply within both these important markets.

ITL would also like to announce the appointment of Tian-xiong Lu as IT Systems Manager

Tian holds a PhD degree in Theoretical & Computational Chemistry and a Graduate Diploma in Computing Studies.

After about 10 years post-doctoral research work in China, Japan and Australia, Tian changed his career to the IT industry. In the past six years he worked in three organizations as a system administrator, network manager, and senior system administrator and joined the ITL team as IT systems manager in October.



*Michelle Prasser, ITL's new sales rep for QLD*



*ITL's new IT Systems Manager, Tian Lu*