



## NEWS RELEASE



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### FOR IMMEDIATE RELEASE

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### **Medline Gaining a Stronger Foothold in the Medical Delivery and Disposal Market**

- *Medline Joins Forces with ICU Medical to Acquire Excelsior Medical*
- *Acquisition aligns with Medline's goal of helping customers standardize infection prevention protocols*

**MUNDELEIN, Ill., November 5, 2015** – Medline Industries, Inc. and ICU Medical jointly purchased Excelsior Medical, a leading manufacturer of pre-filled saline and heparin flush syringes, syringe pumps and pump systems. Excelsior also develops and manufactures SwabCap® and SwabFlush®. Through this multi-faceted deal, Medline acquired the flush syringe and SwabFlush business and ICU Medical purchased the SwabCap and pumps/tubing business.

This purchase will strengthen Medline's ability to provide quality products that customers require, particularly combined with the company's planned investment in technology, facilities, equipment and inventory. It also will pave the path for helping healthcare facilities standardize protocols for reducing bloodstream infections – a national healthcare priority.

"Central line associated bloodstream infections are expensive, costing a hospital as much as \$40,000 per incident. As our customers began to target CLABSIs as a priority problem, we took action to bring them better solutions," said Dante Tisci, President, Dynacor Division, Medline. "This move underscores our company's commitment to assisting hospitals with prioritizing and implementing improved disinfection efforts by providing high quality and clinically differentiated products."

The Excelsior medical device unit that Medline purchased has more than 400 employees based out of a 200,000 square foot manufacturing plant in Neptune, New Jersey.

This is a significant step forward in Medline's strategy to address a major pain point in the U.S. healthcare system through quality, innovative products. The acquisition aligns with the increasing demands on healthcare providers to reduce hospital acquired infections. In addition, it dramatically increases the scale and breadth of Medline's existing medical delivery and sharps containers disposal product line.

#### **About Medline**

[Medline](#) is a global manufacturer and distributor serving the healthcare industry with medical supplies and clinical solutions that help customers achieve both clinical and financial success. Headquartered in Mundelein, Ill., the company offers 350,000+ medical devices and support services through more than 1,200 direct sales representatives who are dedicated points of contact for customers across the continuum of care. For more information on Medline, go to [www.medline.com](http://www.medline.com) or <http://www.medline.com/social-media> to connect with Medline on its social media channels.