

January 24, 2007

To whom it may concern:

One of our surgeons brought a brochure to me and requested that I inquire about a **hemostatic gauze called BloodSTOP®**. We had a challenging procedure scheduled in a few days, so I called **EQUIXMed**. Tim Machan and I spoke about the product and he told me that **EQUIXMed** would rush the amount we would need to us.

The procedure was an extensive and deep debridement of a large area of a patient's leg. Once we started the procedure, it became obvious that the area we needed to treat was larger than expected. A surgical incision had to be made that added to the challenge of stopping the bleeding in the area. We had to use two 4" x 4" pieces of BloodSTOP® gauze to cover the area. Once in place, this hemostatic gauze performed as was we were told. As a matter of fact, after the procedure, in conversation with Tim, I told him the **bleeding had "stopped in a heartbeat!"**

I am in charge of two locations here at **Kindred Hospital Oklahoma City** which has a total of **84 beds**. We have **extensive wound care experience** because **eighty percent of our treatment here is wound care**. Our surgeons include a doctor who was the *first "Board Certified Physician" in wound care in Oklahoma*.

We further tested BloodSTOP®, and our surgeons continued to be impressed with its performance. I was especially pleased, as part of my job is cost control. **BloodSTOP®'s price is well below that of Surgicel®** and other products that we use a great deal, like silver-nitrate.

I was so impressed with BloodSTOP® that I pushed up its priority so that it could pass our **New Product and Doctor's Approval Reviews** before the end of 2006. As soon as it did, I placed a large order with **EQUIXMed** for each of our two locations. They shipped the order expediently, and **we are now equipping all our wound care carts with BloodSTOP**.

As I told Tim one day, there was only *one reason that I was working so hard to get BloodSTOP® approved here at Kindred*, and it wasn't the lower price ... **BloodSTOP® does exactly what the brochure I first received claims ... It stops bleeding fast!**

Respectfully submitted,

signature removed for publication

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For more information about BloodSTOP or to place orders call
EQUIXMed 800.877.0201

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