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Uscom signs deal to distribute its devices in China

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Singapore: Australia-based Uscom (Ultrasonic Cardiac Output Monitor) has gained a foothold into the rapidly growing Chinese medical device market after reaching an agreement with China Pioneer Pharma Holdings to distribute its cardiovascular monitoring devices.

China Pioneer, a Shanghai-based Chinese medical distribution firm with annual sales of about $260 million, has committed to minimum purchases worth about $6.6 million over five years, with target purchases of $8.3 million.

Distribution will commence on completion of China Food and Drug Administration approval, which is expected in 2014.