

Dehaier to continue as only IMD X ray distributor in China

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Singapore: Dehaier Medical Systems, an emerging leader in the development, assembly, marketing and sale of medical devices and homecare medical products in China, received an extension on its appointment to exclusively distribute Intermedical's (IMD) products throughout China through 2014.

Dehaier will remain the exclusive distributor of the Italian X-ray medical equipment manufacturer's RADIUS C-arm X Ray machine in mainland China. Dehaier originally established a cooperation agreement with IMD in 2003 to begin distribution and sales for IMD's X-Ray machines in the Chinese market, including its C-arm X-ray. IMD's C-arm X-ray machine has typically been used by hospitals and physicians for a variety of imaging and photography work and has been well-received by the medical community for its affordable price, stable performance and high quality.

Mr Ping Chen, president and CEO, Dehaier Medical, said that, "We are very pleased to continue to cooperate with IMD. Our distribution of their products has been a successful and mutually beneficial endeavor for nearly 10 years. We opened significant market opportunities for IMD's C-arm X-Ray machine in China, and the product has successfully sold and generated strong recurring revenue for Dehaier.

"In 2011, sales of C-arm X-ray machines from all vendors constituted approximately \$3.6 million, or approximately 17 percent, of our total sales. Moving forward, we are hopeful that IMD's products will occupy an increasing percentage of total sales. In addition, we are working diligently to expand into the distribution of new product lines, while simultaneously growing the customer base for our own homecare health products," he said.