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SPECTRUM AEROMED CUSTOM BUILDS AND DELIVERS AIR MEDICAL EQUIPMENT FOR NORTH MEMORIAL MEDICAL CENTER

Increasing demand for specialized air medical technology prompts reconfiguration, fuels growth for Spectrum Aeromed

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NEWS FACTS

- North Memorial Medical Center delivery is one of the most recent projects fueling Spectrum Aeromed's growth since 2007 acquisition
- Spectrum Aeromed, a leading global designer and manufacturer of customized air medical equipment, reconfigured an Agusta 109 helicopter for air ambulance
- EMS enhancements met specific and unique technical and medical challenges
- New upgrades give EMS crews sophisticated air medical equipment, including:
 - "Articulating stretcher" completely eliminates need for heavy lifting by crew
 - Unique right-hand loading for pilot visibility of patient and improved safety
- Growing demand for air medical care and services prompted North Memorial Medical Center, one of Minnesota's largest air ambulance service and a Level 1 trauma center, to partner with Spectrum to increase current helicopter inventory to eight
- Demand stems from regional increase (including helicopter use for transports from rural areas) and overall patient desire for best critical care when minutes count
- Agusta 109 contract is sixth North Memorial project for Spectrum and serviced July 2008

COMPANY QUOTES

- **Dean Atchison, president and CEO, Spectrum Aeromed**
 - "Spectrum Aeromed is proud of its strong partnership with North Memorial Medical Center. North Memorial's critical air care services are serving a large and expanding coverage area in the upper Midwest. We are fortunate to be able to work with its team onsite – in the hangar – to develop and integrate the best possible life support solutions."
- **Jon Ness, director of special missions, Spectrum Aeromed**
 - "North Memorial had an important need for a right-hand loading system so medical crews can load the patient in view of the pilot while minimizing the lift required for patient loading and egress. By working closely with the medical teams and demonstrating the prototypes at base locations we could ensure safety and function were paramount with this customized product."

CUSTOMER QUOTE

- **Bob Rishovd, director of flight operations, North Memorial Medical Center**
 - "It was a natural decision to partner with Spectrum Aeromed, which has provided custom life support solutions for six of our eight helicopters since 1996. Given the nature of our business in saving lives, performance is critical. The medical team needs to focus on providing patients with the best possible care, not worrying about the reliability of the equipment."

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NEWS RELEASE

Spectrum Aeromed delivered a reconfigured Agusta 109 helicopter to Twin Cities-based North Memorial Medical Center recently, providing Midwesterners who may need flight-for-life or air ambulance services access to an unmatched level of air medical care.

“North Memorial had an important need for a right-hand loading system so medical crews can load the patient in view of the pilot while minimizing the lift required for patient loading and egress,” said Jon Ness, director of special missions for Spectrum Aeromed. “By working closely with the medical teams and demonstrating the prototypes at base locations we could ensure safety and function were paramount with this customized product.”

The contract specs also include a highly innovative and functional articulating stretcher that allows the crew – with one-hand movement – to easily load and unload a critically injured patient and eliminate the need for heavy lifting; a self-contained medical oxygen and vacuum system; electrical power and radio mounting capabilities; a wall mount (Medwall) for efficient storage and access to commonly-needed auxiliary equipment. With the new upgrades, North Memorial’s Agusta 109 can provide basic transport to fully advanced life support.

“It was a natural decision to partner with Spectrum Aeromed, which has provided custom life support solutions for six of our eight helicopters since 1996,” said Bob Rishovd, director of flight operations at North Memorial Medical Center. “Given the nature of our business in saving lives, performance is critical. The medical team needs to focus on providing patients with the best possible care, not worrying about the reliability of the equipment.”

Spectrum Aeromed won the contract from North Memorial Medical Center in December 2007 and Minneapolis-based Aerovation completed the installation, bringing North Memorial’s helicopter inventory up to eight. The Agusta 109 began service in July 2008 for North Memorial, the Twin Cities only major independent health care provider and a Level 1 trauma center.

An increasing regional demand for rural transports via air ambulance and continued high expectations for top-notch air medical services have driven hospitals to re-evaluate and enhance their offerings, which in turn has fueled growth for Spectrum Aeromed.

The North Memorial reconfiguration is one of many recent contracts for Spectrum Aeromed, a leading global designer and manufacturer of customized air medical and air ambulance equipment. Since its 2007 acquisition by Dean Atchison, Spectrum Aeromed is increasingly meeting the health and aviation industries’ demands for highly customized air medical equipment, as demonstrated by the advanced capabilities installed on the North Memorial helicopter. Sales increased nearly 200 percent during the first nine months following new ownership.

“Spectrum Aeromed is proud of its strong partnership with North Memorial Medical Center,” said Dean Atchison, president and CEO of Spectrum Aeromed. “North Memorial’s critical air care services are serving a large and expanding coverage area in the upper Midwest. We are fortunate to be able to work with its team onsite – in the hangar – to develop and integrate the best possible life support solutions.”



For more information, images or to arrange an interview, please contact Katharine Mudra at 651.789.2244 or kmudra@beehivepr.biz.

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ABOUT SPECTRUM AEROMED

Founded in 1991 and acquired by Dean Atchison in 2007, Spectrum Aeromed is a leading global designer and manufacturer of customized air medical and air ambulance equipment for fixed and rotor wing aircraft. Its modular, dependable and custom-built air medical equipment is used by all segments of the aviation industry including: charter services, private/VIP operators and royal families, emergency medical services (EMS) and search and rescue (SAR) operations, large and small hospitals, corporations and global military and government entities. The company is uniquely qualified for specialized life support solutions, including air, ground or marine support applications. Spectrum Aeromed holds more than 50 Supplemental Type Certificates (STCs) covering 260-plus models of aircraft. Headquartered in Fargo, N.D., Spectrum Aeromed has a staff of 16 and a 14,500 square foot state-of-the-art manufacturing facility. For more information, visit www.spectrum-aeromed.com.