



Marine Industry Associations Members



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Introduction

Floods in Pakistan, earthquakes in Chile and New Zealand and, of course, hurricanes in the Caribbean again, some things are always going to be beyond our control. However, we can prepare for those worst case scenarios and improve the outcomes should they happen, and having access to medical supplies and equipment to safely treat the widest range of medical problems falls into that category.

Most of you receiving this Newsletter will already have an Ocean Medical International medical kit , so I guess I am preaching to the converted, and you know already the quality of our products. But we do not sit on our laurels at OMI, and I am pleased to inform you that over the coming months we will be releasing exciting updates and improvements across our range. Some of these will be showcased in this Newsletter and at our stands at this year's Monaco Yacht Show, the Fort Lauderdale Boat Show and METS. So come along to our stand, and say hello and see what we have to show you.

Medical Director

Dr Ian Marshall, Medical Director

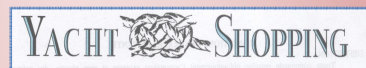


Agents & Representatives

Holland



France



Italy



Malta



St Martin



Telemedicine (STS Lite) – Boat Show demonstrations & Special offer pricing



We will be providing full demonstrations of the STS Lite during the Monaco, Ft Lauderdale & METS Boat Shows over the coming months. In addition during the Monaco Show, we will also be providing

first aid demonstrations on resuscitation and first aid procedures such as injections and suturing techniques. In Monaco, we will be located in the Darse Sud tent, QS42. At FLIBS we will be presenting a review of Telemedicine at Yacht Info Seminar Series.

Ultrasound option – We are in the final stages of developing an additional peripheral measuring device. Ultrasound capability offers the facility to assess internal injuries. This is a one-of-a-kind industry first for telemedicine units.

We will be offering a **Boat Show Special Price Promotion** for the STS Lite. For orders confirmed during the Shows, we offer a 33% Show discount providing a significant saving.

New Partnership – E3 systems

E3 are specialists in advanced marine electronic systems. We have partnered with E3 to provide assistance with appropriate VSAT capabilities to accommodate the STS Lite telemedicine vital signs diagnostic information transmissions. As an alternative to VSAT technology, E3 have recently announced a new Inmarsat satellite phone capable of transmitting the STS Lite readings. The ISat Phone pro handheld is the first global handset available and is the only phone designed specifically to work over Inmarsat's new I-4 satellite network. A demo set will be displayed at the Boat Shows.



Agents & Representatives

Turkey



Australia



Training Partners

Palma, Mallorca, Spain



Ft Lauderdale, Florida,
USA



24/7 Medical Emergency Support Service



New Agent - Istanbul, Turkey

We have established a new Agent representative in Istanbul, Turkey. Ataman Seferoglu of Yatservis, provides a range of yacht products for newbuild and refit projects.

Shipping New Kits & Kit Updates to Turkey has always been challenging in the past due to prohibitive local laws. Yatservis can capably assist with yacht medical supply shipments, having established firm contacts with customs clearing agents.

Medical Matters – Vaccinations

The Swine Flu epidemic seems to have passed, without the massive number of deaths that were predicted. Although, sadly, there were enough worldwide to justify the mass immunisation programmes which most countries instituted.

Did you get a Swine Flu vaccination? Maybe you thought it couldn't happen to you, or maybe you are a non-believer in vaccinations and believe they are responsible for serious side-effects and provoke the onset of other diseases. If so, you are putting yourself, and possibly others, at risk of serious illness.

Vaccinations have reduced morbidity (illness) and mortality from infectious diseases to such an extent that some are rarely seen in developed countries any more. The danger is this will lead to complacency about vaccinations, and this will mean that the level of immunity in the community will fall as more people are at risk of contracting and spreading these preventable diseases.

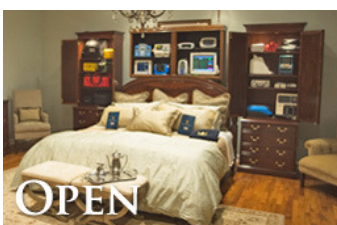
So get vaccinated and make sure your crew and family do the same. The life you save may be your own.

Medical Director

Dr Ian Marshall, Medical Director



OMI is proud to announce an exclusive partnership with Guardian 24/7 to offer ReadyRooms to superyachts. Guardian 24/7 provides a service that represents a new Gold standard in providing medical care. A ReadyRoom is an installation of medical equipment, supplies and medication that is prepositioned in a client's home, jet or yacht. Custom-tailored to the needs and the client and his/her family and location, the ReadyRoom's state of the art technology allows Guardian's US Presidential physicians to direct the proper use of the medicine, supplies and equipment either via telephonic or advanced video teleconferencing links.



Medical Kit – New Kit organisation, Grab Bag & storage bags

Having completed an extensive review of the medical kits, we have some exciting new developments to announce:

- A re-designed Grab Bag, which will feature new optional add-on sections for a defibrillator and oxygen kit for an-all in-one first response bag
- New waterproof and more compact storage bags and pouches
- New Instruction Manual layout with individual pages for each particular medication
- New equipment and medications recommended additions

The new kit designs will be first displayed at The Monaco Show. Our stand is located in the Darse Sud air-conditioned tent with the British marine pavilion, QS42.

More specific info will follow in the coming months in a special Newsletter detailing the Upgrade options.

Facebook and Linked in Groups

Don't forget we have new Facebook and LinkedIn professional groups, with a business presence on both websites. Please feel free to join our groups to keep up to date with the latest News & Developments or just to stay in touch.