



ADVANCE for Managers of Respiratory Care conducted its second annual informal email survey asking readers to nominate vendors they consider to be “Top of the Class” for various product and service categories. A list of winners appeared in our September issue. We give them a round of thunderous applause. We also invited award recipients to take this opportunity to thank their valued customers. Here are their gracious acceptance letters.

PHILIPS
RESPIRONICS



Donald J. Spence,
president, sleep and
home respiratory group

SLEEP DISORDERS THERAPY AND HOME OXYGEN THERAPY

Respironics is honored to again be recognized by the readers of *ADVANCE for Managers of Respiratory Care* with a “Top of the Class” award in the Sleep Disorders Therapy category. We also received a “Top of the Class” award in the Home Oxygen Therapy category. These awards are particularly meaningful because they come as a result of feedback given to your publication from our customers. We would like to especially thank our customers for believing in our products and programs and for continuing to trust our company as the leader in bringing innovative solutions for the diagnosis, monitoring, and treatment of sleep and respiratory disorders to the market.

Thank you again for this honor.

Sleep Strategies



Natalie Morin,
president and CEO

SLEEP DISORDERS TESTING AND SERVICES

Thanks to all who participated in recognizing Sleep Strategies as one of *ADVANCE* newsmagazine’s “Top of Class” winners.

This title represents the two things we care about most in our business — quality and customers. It proves that when you have an unflinching devotion to quality assurance, people take notice. It also demonstrates one of the many ways our customers are our greatest asset. They — along with other industry partners and suppliers — earned us this award.

Our customers have made us a global leader in the sleep scoring industry and helped us grow exponentially over the years. In return, we give them the industry’s finest registered technologists and a process for turning sleep studies around in record time.

It is one thing to have some of the world’s most prestigious sleep facilities call you for business. It is another thing to have them call you the best.



Leslie McLeod,
communications
manager

ASTHMA THERAPY

Healthline Medical is proud of its long history of innovation in high-efficiency aerosol delivery systems, coupled with an unwavering commitment to its customers' needs. The Asthma Rescue Kit™ (ARK) is just one of our many products that combine unparalleled speed and dosing accuracy with ease of use.

ARK provides a complete system for immediate, continuous delivery of either heliox or oxygen at a delivery rate more than twice as fast as the standard large-volume nebulizer, with less than 2 percent released to the atmosphere. With heliox/oxygen consumption of only 8 Lpm, the disposable ARK enables rapid patient recovery, supporting staff compliance standards and maximizing facility resource utilization.

Healthline Medical is grateful to its customers for their enthusiastic endorsement and reinforces its goal of serving the medical community with products that enhance the successful therapeutic partnership between patient and provider.



Lynda C. Banig,
president

BLOOD GAS TESTING

Radiometer is honored to have been voted "Top of the Class" in Blood Gas Testing by the readers of *ADVANCE for Managers of Respiratory Care*. Their recognition validates our efforts to provide the most reliable and technologically advanced products with the most responsive service in the industry.

Radiometer has enjoyed a long relationship with respiratory professionals, and we appreciate the trust they have demonstrated in us over many years. As we develop new platforms, we do so with the respiratory professional in mind. Products such as the new ABL80 FLEX CO-OX analyzer embody those features that facilitate bedside testing while also ensuring the highest quality results, optimal analyzer performance, and regulatory compliance.

We also would like to thank the readers for recognizing Radiometer's customer and technical service organizations. Radiometer's high level of service is a key component of the long-term, solution-oriented relationship we endeavor to foster with our customers.



VENTILATION

We are truly honored that MAQUET SERVO ventilators have been awarded the "Top of the Class" award by our customers and the readers of *ADVANCE for Managers of Respiratory Care*. We would like to thank everyone who took part in giving us this honor.

With more than 100,000 ventilators in hospitals around the world, we pride ourselves on the quality and value we provide to our customers. Our sales, service teams, and field clinical specialists are dedicated to offering our customers the best support possible, and it is very encouraging to know that our efforts are noticed and appreciated.

We are also glad to hear that our involvement in symposia and seminars that further the education of respiratory care professionals are well-received. Our commitment to education, as well as research and development, will continue so that our customers enjoy "the gold standard" that they have come to expect from MAQUET.

—Jennie Haag, ventilation product manager



PULMONARY FUNCTION SYSTEMS

Cardinal Health (formerly known as VIASYS Healthcare) has been awarded "Top of Class" for pulmonary function systems by the subscribers of *ADVANCE* for the second consecutive year.

We are very pleased to once again be recognized. We pride ourselves in knowing the readers of this journal, as respiratory care managers, consider our people and products as best in class.

Our continued growth and success is highlighted in numerous independent market reports:

"The Winning Combination Chart displays each vendor's place in the market." Cardinal Health, 82 percent — MD Buyline, 2008

"Viasys dominates this market with an approximate 63 percent overall share on its large installed base of Jaeger and SensorMedics systems." — Health Research International, 2007

Cardinal Health is a global manufacturer and distributor of medical and surgical supplies and technologies dedicated to making health care safer and more productive.

—Todd Austin, senior director of marketing and sales operations, respiratory diagnostics