



## Medigard announces US manufacturing deal

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Nick Nichols and Shannon Willoughby | December 15th, 2009

MEDIGARD'S shares spiked yesterday after the company revealed it had teamed up with a United States manufacturer to produce its blood-collection device.

The Main Beach company saw its shares hit 13c -- up more than 8 per cent -- after it announced it had entered a five-year agreement to have its patented needle built in the US.

Medigard, which holds a US patent for the blood-collection devices, expects the agreement will become a blueprint for its other devices including its patented retractable syringe, intravenous cannula and intravenous valve.

It also expects to announce a distribution agreement for the US soon.

"This is the first step in what is hoped will be a long-term strategic alliance between the two companies," said Medigard chief executive officer Peter Emery.

"It's a good start as far as we're concerned. We have purposely taken a very cautious approach to the commercialisation of our products.

"Initial concept to market readiness may have taken us longer than we anticipated, but we are confident that we have got it right.

"The decision to go with an American manufacturer was deliberate.

"We wanted a manufacturing partner that would provide consistent, high-quality and cost-effective devices and offer continuing interest and support of our planned new products.

"We are confident that the agreement delivers on this key objective."

A binding contract is expected to be signed by the end of January.

Six US hospitals and clinics have been undertaking extensive clinical trials of Medigard's blood-collection device.

About 700 million blood-collection devices are used each year in the US, a market that accounts for half the world's usage.



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