

On behalf of VitalAire, I would like to wish you and your family a very Happy New Year. In addition, I would like to personally thank each of you for the support and loyalty you have shown us over the years.

2004 promises to be an exciting and challenging year! We at VitalAire plan on launching many new products, initiatives and services, truly enhancing the "customer experience". As we move forward, we must continue to develop the ability to communicate with our customers, and with this in mind we welcome you to the inaugural issue of our quarterly newsletter, "**CirculAire**". Whether you are interested in medical gases, architectural headwall systems, or leading edge pipeline design concepts; CirculAire will feature articles of interest for everyone.

At VitalAire, we are committed to delivering unsurpassed customer service, superior products and competitive pricing; in fact they are the cornerstones of our success, so it should come as no surprise that the theme of our first issue is "**ways we can save you money**".

Don't forget, **we need and want your feedback**. Look for our quiz, win prizes and of course...let us show you a few innovative ways to save those hard to come by dollars!

Again, many thanks for your support; we look forward to servicing and surpassing all of your needs in 2004 and beyond.

Warmest wishes,
Pierre-Emmanuel Augustin
Vice President, Institutional

Raise your Profile™ and Save Money!

VitalAire in partnership with Modular Services Company is excited to introduce Profile™, a truly amazing and unique headwall.

Planning a renovation, new addition, or perhaps a replacement facility? For any construction project you know saved time equals money in the bank...

Now there is a headwall that installs 70% faster than in-wall devices, **saving you time and money!**

Profile™. Another first by:



RETRO is back in style!

Yes indeed, what is old could be new again... and this applies to more than just your suits and sunglasses!

Take a look at your outlets and alarms. Is the brand name Chemetron, NCG, Ohio, Ohmeda, Oxequip, or Puritan Bennett?

For some, repair parts are no longer available. For others, they're hard to come by, and then only at staggering prices.

What to do? May we suggest **RETROFITS!**

VitalAire, in conjunction with our partner Amico (*Canada's only full line manufacturer of medical gas system components*), offer a complete line of retrofit products.



Industry leaders in medical gas systems innovation!

In May 2003 the new Stroke Unit at Foothills Medical Centre (Calgary) opened, marking the first Canadian installation of Profile™ headwalls.

"Given space constraints, we did not have the room to accommodate the 15" required for a gang of three traditional in-wall outlets. Designing this unit was like designing a yacht where every square inch counts!"

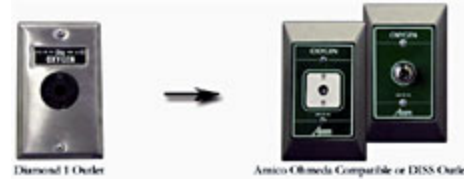
'Profile' also allowed us to meet a tight budget and completion deadline by minimizing co-ordination of trades during installation. The staff appreciate the ease of managing equipment at bedside and the improved appearance and functionality of the new unit."

Janette Gescher, MAAA, MRAIC
Project Manager
Planning & Development - FMC

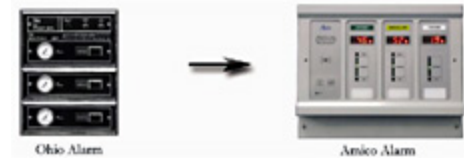


- Pre-studded format **installs 70% quicker** than traditional in-wall services and headwalls
- Exclusive angled gas cluster assembly permits **simultaneous use of three outlets** in a compact 11" centerline.
- A cleaner, **less institutional looking** headwall.

RETROFITTING...Let us show you how to save money by:



Retrofitting outlets without cutting your pipeline or building walls



Retrofitting alarms without cutting your pipeline or building walls, and without running new wires

Are you pouring \$\$\$ down the drain??

The answer may be yes... Did you know, current estimates suggest 50% of Canadian Healthcare facilities still utilize water sealed liquid ring medical air and vacuum pumps. Older vintages may consume up to 10 US gallons per minute of operation. A triplex system operating at a 30% duty cycle may consume as much as 3,153,600 gallons of water annually, adding to your water and sewage bills. OUCH... Taking it further, let's compare the operating costs of two triplex vacuum systems of equal Hp ratings (i.e. same electrical bill), each operating at a 50% duty cycle:

First let's review the traditional water sealed liquid unit:

- Triplex 20 Hp "typical" water sealed liquid ring vacuum system rated for 170 scfm @ 20" Hg

Estimate of annual water/sewage cost at \$1.50/m3	\$22,383.00
Estimate of annual water treatment costs	\$250.00
Estimate of annual maintenance supplies	\$250.00
TOTAL	\$22,883.00

Now let's compare the Busch Mink pump:

- Triplex 20 Hp Busch MI-1502 series Mink vacuum system rated for 212 scfm @ 20" Hg

What's Next?

Look for these stories in coming issues...

- ✓ Medical Device Regulations and medical gas systems
- ✓ ISO 7396-1... *the new medical gas piping standard*
- ✓ Room in the Room...*designing Intensive Care Units*
- ✓ Vacuum School...*what you need to know before buying a medical vacuum system*
- ✓ Dewpoint...*what is it and why do we care?*

How to Reach Us:

We'd love to hear from you. Please email your questions, comments, and future story ideas to:

VA.CirculAire@airliquide.com

Or call your nearest VitalAire sales consultant:

Eastern Canada

Dave Horne (902) 450-5162
Gilles Boucher (514) 728-3311

Central Canada

(905) 460-8540
Tom Deveaux
Cecil Harrington
Jan Villeneuve

Western Canada

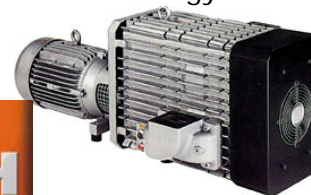
Micheal Clarke (403) 250-3118
Sheldon Ferguson (780) 486-9613
Mike Horne (604) 444-1195

If you no longer wish to receive CirculAire send us an email with Remove Me in the subject line.

Busch MI Series Mink System	
Estimate of annual water/sewage cost @ \$1.50/m3	\$0.00
Estimate of annual water treatment costs	\$0.00
Estimate of annual maintenance supplies	\$200.00
TOTAL	\$200.00

Taking a conservative view, if we were to calculate a 25-year life cycle the straight-line savings would be a whopping **\$567,075.00** in favour of the **Busch Mink pumps**, which by the way produce 25% more capacity.

Maybe it's time to "**pull the plug**" on those old pumps and install money saving Mink technology.



- ✓ Waterless
- ✓ Oilless vacuum chamber
- ✓ Non-contacting, non-wearing lobes

DO YOU KNOW?

How much gas is lost annually through leaky outlets?

According to the CHA Guide to Canadian Healthcare Facilities, there are 694 Public General Hospitals in Canada providing a total of 80,124 acute care beds. Let's assume an average of 1.5 oxygen outlets per acute care bed. If 10% of the oxygen outlets across the country leak at a nearly undetectable rate of 1.0 lpm, how many size 44 (aka "H" size) cylinders worth of medical oxygen are wasted annually?

Send your answer to:
VA.CirculAire@airliquide.com

We'll randomly draw from the correct entries and keep three regional winners warm this winter with a 3-in-1 polar fleece lined VitalAire Jacket.



Call one of our dedicated installation/service firms today for money saving outlet PM service.

GH Medical – Quebec (800) 263-9984
GH Medical – Ontario (877) 397-8131
Campbell Medical – B.C. (800) 667-3636