



# *im*pressions<sup>®</sup>

*from the corner offices*

June 30, 2009

Even with the adversity that exists with the economic downturn plaguing numerous industries, IMP is poised for a bigger and brighter future. We continue with a positive momentum in the IMP organizational structure and product offerings.

In January, John Hahn joined our Corporate team. John's responsibilities include managing our Surgical Training labs, International sales and partnering with Earl Cole to better direct the growing Rep and Distributor network. Each will have specific territory management objectives and sales programs to offer their areas of responsibility. In addition, Earl has been promoted to champion our Research and Development area.

Our existing TUFFease<sup>®</sup> and newly released proprietary Phase 4<sup>™</sup> Gel lines require different manufacturing techniques and likewise marketing strategies. We have now separated many of our internal responsibilities so that dedicated focus is provided to Orthopedic products and Pressure Redistribution Gel products. Greg Prentiss will head both manufacturing and marketing responsibilities of our Gel lines.

IMP also welcomes Customer Service Specialist Jessica Harper, and Barbara Bowler as Accounts Receivable Coordinator and Accounting Assistant. Andy Brady has joined IMP as Controller and will work closely with CFO Nancy Wasley to enhance our financial team. Tammy Beland, besides her continuing Administrative Manager responsibilities, is fine-tuning our Purchasing systems for greater efficiencies. Dora Derosier continues to provide our customers with product assistance, quality and repair services. Tish Cardwell, on a part-time basis, provides much needed extra office support for increasing administrative demands from the field and our growing customer base.

IMP has added a new Media & Marketing area for which Sandi Dumas-Laferriere is responsible for product photography and internal media designs, as well as working closely with our new local progressive advertising firm, Maier True Communication. Sandi also serves as Director of Human Resources. Consultant Rich Larkin is continuously providing system analysis, report writing and programming, and computer technology enhancements. Working with Rich is Brad Wasley, providing support for ISO quality and FDA requirements.

We welcome and acknowledge our newly formed Board of Directors who will help guide us in strategic planning for our future growth - Michael Ziebka of Budwitz & Meyerjack, P.C., William Violette of Creative Dimensions, Douglas O'Connell of Howd, Lavieri & Finch, LLP. We now have approximately 390 Reps, Distributors and Suppliers that in one way or another have become part of the IMP organization.

The changes and additions we've made are designed to allow us to be more focused, eliminate duplication of resources, and maximize our investments while improving communication.

Beyond our organizational growth, we have invested significant resources in manufacturing, training and technical equipment and in research and development. Product innovation continues with the release of newly patented products such as the De Mayo Universal Distractor<sup>™</sup> with sterile Pressure Protector Pads, Reznik Universal Shoulder Positioner<sup>™</sup> and our Phase 4<sup>™</sup> Gel Splint, and SteriBump<sup>™</sup>. Numerous enhancements and upgrade programs have been implemented for existing De Mayo Knee Positioner<sup>®</sup>, Clip-On<sup>™</sup> Patient Protective Pad Sets, and currently the exciting release of our Phase 4<sup>™</sup> Gel line to accompany TUFFease<sup>®</sup>. Quality continues to be a major element of our success. All this allows us to support our Reps, Distributors and Customers with leading edge technology and innovative products.

Our commitment to you and to the healthcare industry has never been greater. Earl, John and Greg will be in touch with many of you personally to assist in enhancing your sales dollars with IMP upgrades and product offerings. Change the economic downturn into an economic opportunity!

Good Selling,

Jim Bailey & Alan Wasley