

GN Otometrics

Press release

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GN Otometrics signs distribution agreement with Natus Medical

GN Otometrics A/S today announced a new five-year agreement with Natus Medical Inc. for marketing and distribution of the AccuScreen® hearing screening device. This agreement replaces the company's prior distribution agreement with the AccuScreen's manufacturer, Fischer-Zoth GmbH, which was acquired by Natus in September, 2004.

With effect from January 1, 2005, the agreement provides for GN Otometrics to market the AccuScreen to over 50 countries around the world.

Offering any combination of TEOAE, DPOAE and ABR in one compact, handheld device, the AccuScreen has established itself as the most advanced and accurate infant hearing screening technology available today.

Jim Hawkins, President and CEO of Natus commented, "We are very pleased to begin our new relationship with GN Otometrics, a market leading provider of products and services to the global audiology and ENT communities. We believe that this partnership will contribute to continued growth for our international sales of hearing screeners very effectively and efficiently."

Soren Holst, President of GN Otometrics added, "We have had a most satisfactory and mutually beneficial partnership with Fischer-Zoth since 1998 and now we are happy to be able to continue the relationship under new circumstances. We are also very pleased to partner with Natus Medical in this new marketing and distribution relationship. Together we form the strongest supplier of neonatal hearing screening solutions in the world. We believe that we can best serve our customers and our long-term commitment to newborn hearing screening by continuing to supply the AccuScreen, recognized as the best screening device available."

Headquartered in Copenhagen, Denmark, GN Otometrics is the world's leading manufacturer of hearing and balance assessment instrumentation and software, including solutions for audiologic diagnostics, hearing instrument fitting and office management systems.

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Photo caption:

From left to right, Ken Traverso, Vice President, Sales, Natus, Peter Zoth, Managing Director, Fischer-Zoth, Soren Holst, President GN Otometrics, Jim Hawkins, CEO, Natus, Esben Dissing-Immerkaer, Vice President, Sales, GN Otometrics.