



## **Hanson Medical Systems Becomes Preferred Distributor for PTS Diagnostics' CardioChek Family of Products**

*Indianapolis, IN – October 28, 2014* - PTS Diagnostics, the U.S.-based manufacturer of both the CardioChek® brand and the A1CNow® family of point-of-care diagnostic products, has entered into a Preferred Distributor agreement with Hanson Medical Systems, Inc. for domestic sales of products to select market segments. This Preferred Distributor status results in Hanson Medical Systems marketing, selling, and distributing exclusively the CardioChek family of products to customers who seek point-of-care lipid and glucose testing. PTS Diagnostics will, in turn, provide a broad suite of advantages to Hanson Medical Systems, including special programs, early access to new products and services, as well as special sales promotions and marketing support.

“By selling exclusively CardioChek analyzers and test strips, we are providing the best-in-class point-of-care solution to our customers,” said Joe Gonzalez, President of Hanson Medical Systems. “Our status as a Preferred Distributor for PTS Diagnostics brings significant advantages to our customers. Further, our customers will know that they are receiving the best technology on the market for point-of-care lipid and glucose testing.”

Robert Huffstodt, President and CEO of PTS Diagnostics, commented that as a PTS Diagnostics' Preferred Distributor for the health promotion and screening market, Hanson Medical Systems provides a great example of a distributor committed to selling only CardioChek products in exchange for exclusive benefits.

“This agreement is a win-win situation for both Hanson Medical Systems and PTS Diagnostics,” said Huffstodt. “Hanson Medical Systems has established themselves as a leading distribution partner in health promotion by consistently providing excellent customer service, market experience, and innovative solutions to their clients. Our proven fast, easy, and accurate lipid plus glucose testing solutions combined with this Preferred Distributor status will further Hanson's ability to provide substantial value to their screening and health promotion customers.”

Hanson Medical's mission is “Changing Lives, One Test at a Time™.”

“We know that this agreement will make us more competitive in the market,” said Marti Hanson, Founder & CEO of Hanson Medical Systems. “Beyond the obvious advantages this program brings, we know we are partnering with a quality point-of-care medical device manufacturing company that shares our same values. This agreement with PTS Diagnostics will benefit all parties involved, including, most importantly, the end users.”

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Huffstodt agreed that this Preferred Distributor agreement with Hanson Medical Systems was a great match. “Hanson Medical Systems has been a successful, long-time distributor of our products and we know that this new agreement will help us both grow to serve more and more health promotion and screening companies across the country,” he said.

PTS Diagnostics’ handheld, highly-accurate, fast, and economical diagnostic devices empower the medical community to quickly measure HbA1c and glucose, and generate a lipid (cholesterol) profile, all at the point of care. PTS Diagnostics’ portfolio includes the following systems:

- **The CardioChek Plus** analyzer addresses the connection between heart attack, stroke, and diabetes by providing simultaneous on-site lipid panel (total cholesterol, HDL cholesterol, and triglycerides) and glucose screening results in as little as 90 seconds. The CardioChek Plus also calculates LDL cholesterol, the TC/HDL ratio, the LDL/HDL ratio, and non-HDL cholesterol.
- The **A1CNow+** system provides healthcare professionals with a fast, easy, and accurate method of obtaining HbA1c results while the patient is in the exam room. In just five minutes, clinicians have information to provide an immediate consultation with a patient. The A1CNow+ system is critical to diabetes management and is fully reimbursable.

**About Hanson Medical Systems Inc.** – Since 1984, Hanson Medical Systems, Inc. has been a specialty distributor and consultant for point-of-care CLIA-waived medical equipment for wellness and health screening and worksite health. They have become a trusted partner for health screeners, occupational-corporate medical, health promotion, wellness, military, government, and other healthcare providers. For more information about Hanson Medical Systems, visit [www.hansonmed.com](http://www.hansonmed.com) or call 877-671-3883.

**About PTS Diagnostics** – PTS Diagnostics is a global provider of point-of-care diagnostic products to the healthcare industry. Headquartered in Indianapolis, Indiana, PTS Diagnostics designs, manufactures, and markets products for distribution in over 120 countries around the world. The company has sales offices in Europe, Latin America, and the Pacific Rim. PTS Diagnostics’ products include both the CardioChek systems and A1CNow systems.

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For more information, visit [www.ptsdiagnostics.com](http://www.ptsdiagnostics.com) or contact Tom Wiser at 317-870-5610.

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