



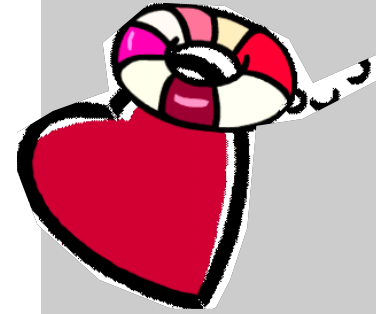
LIFEWORK

Early Defibrillation News

Fall 2004

Lifework AED

Saves a Life!



Congratulations to the staff of Maryland Athletic Club for saving a man's life using an Automated External Defibrillator (AED) from Lifework, Inc.

The sixty-year old man was on the treadmill early Tuesday, September 7 when he collapsed in sudden cardiac arrest. The club staff called 911 and brought the AED to the patient's side. The AED was turned on, the instructions followed, and a shock delivered. The man's pulse returned after one shock, but needed to be reibrillated just before the ambulance arrived. He was conscious when paramedics transported him to the hospital.

The victim was a longstanding member of the Maryland Athletic Club and had no cardiac history. Later that day, he underwent heart bypass surgery for artery blockage. The father of two and grandfather of four is recuperating nicely. His personal physician has been campaigning for more facilities to have AEDs as part of basic emergency response plans.

We are so excited about this save at Maryland Athletic Club. With your help we are truly giving our communities the power to save a life!

2 More AEDs in the News

AEDs double survival, Communities look at laws requiring defibrillators, and more.

3 Are Over-the-Counter Defibrillators a Good Idea?

The FDA has made one defibrillator available without a prescription. Read what Lifework has to say on this controversial issue.

4 New Product from HeartSine – the samaritan® PAD

HeartSine's new AED is small, effective, and easy to use. Learn all about it here.

5 Calendar

See what heart health events are happening this Fall.

5 What's New At Lifework

ACLS and BLS Healthcare Provider Skill Checks are now available through the Lifework Training Center. Find out more.

More AEDs

In the News



For more information on any of these articles, contact Lifework at (410) 418.4989.

- According to an *Associated Press* article, defibrillators are multiplying, but AED training is not. In one incident, a 17-year old athlete died because no one knew how to operate the AED at his school. The article emphasizes the importance of training and emergency response plans that include the use of an AED.

Associated Press, September 13, 2004

- The city council of Westin, Florida passed a law requiring restaurants with 100 or more seats, office buildings of more than 20,000 square feet, and gymnasiums larger than 1,500 square feet to have a defibrillator.

Miami Herald, Sept. 2004

- Inver Grove Heights schools in Minnesota has installed defibrillators in all six of the district's buildings. An additional unit is available for sporting events.

Pioneer Press, Sept. 9, 2004

- Newtown schools in Connecticut recently purchased eight defibrillators for its seven schools. The funds were raised through a partnership between the Newtown PTA and the local Lion's Club.

Newtown Bee, Sept. 2004

- According to a study published in the *New England Journal of Medicine*, lay responders with AEDs save as many sudden cardiac arrest victims as paramedics. The resuscitated patients of lay responders are also less likely to have any brain damage. Researchers attribute the results to the fact that lay responders reach the victims faster than paramedics.

USA Today, Aug. 2004

Are Over-the-Counter Defibrillators A Good Idea?

On Thursday, September 16, the Food and Drug Administration granted clearance for the Philips HeartStart Home defibrillator to be sold over-the-counter. Prescriptions will no longer be required by the federal government for the home user of this specific device.

Proponents of this decision cite the fact that 80% of sudden cardiac arrests occur in the home and making the device more readily available would save lives.

While Lifework supports the wide-spread placement of AEDs, we have some concerns about the devices being available without a prescription or medical oversight.

Will consumers who buy an AED for home use without a prescription follow through with training and family practice? Training is critical in helping individuals to respond correctly in the high-stress situation of an emergency. Some AEDs, like the ones available from Lifework, are extremely easy to use and there are unique situations that may delay use. Practice and preparation equals increased chance of survival.

Will consumers who buy an AED without a doctor's supervision, remember to keep their AED supplies up-to-date? Lifework feels very strongly about providing our clients with the components of a successful Early Defibrillation Program. We record and track battery and defibrillation pad expiration dates. But, not all AED distributors do this. Will the unsupervised home user remember to keep their AED supplies current?

Lifework believes the FDA's decision will increase the number of lives saved as long as organized training and product maintenance is included. As Early Defibrillation Program experts, we encourage consumers to contact us for help establishing their home defibrillation program.



The FDA ruling applies to home use only. Corporate and public Early Defibrillation Programs are still required to have a sponsoring physician. Maryland Law requires physician oversight throughout the life of the program.



HEARTSINE™
TECHNOLOGIES



- Only 1 kg (2 lbs)
- Simple operation
- Graphical interface to guide user
- Clear voice instruction
- Always ready-for-use
- Auto self-test
- Perfect for home, business, travel, public areas, and facilities.

New Product from HeartSine:

samaritan® PAD

Lifework is proud to introduce a new defibrillator from HeartSine Technologies: the samaritan® PAD.

As you know, Lifework takes saving lives very seriously. We carefully review each product before including it in our inventory. Important features that we look for are ease of use, reliability, effectiveness, and safety. The samaritan® PAD meets our requirements in all of these areas.

HeartSine designed the samaritan® PAD's interface with everyday people in mind. The unit uses three simple icons and verbal instructions to clearly guide the lay user through the rescue process.

An interesting innovation in this model is that the battery and pad system are packaged together. HeartSine feels this will reduce maintenance and help ensure an optimal state of readiness because there is only one expiration date to track and replace.

The samaritan® PAD is built on many years of research and development and patented technology. The samaritan® PAD uses HeartSine's SCOPE™ Biphasic technology (a low-energy waveform that adjusts for the differences in each person's physical make-up) to deliver optimal defibrillation to every patient.

If you would like more information, including a quote, on the samaritan® PAD, please contact Lifework at 410.418.4989.

upcoming Events

October

October 30, 2004
American Heart Association
Baltimore Heart Walk
Baltimore, Maryland
for more information:
Tamy Razqoullah,
tammy.razqoullah@heart.org

November

November 8, 2004
American Heart Association/
National Heart, Lung, and Blood In-
stitute
**3rd Annual Workshop on Cardiovas-
cular Interventional MRI**
New Orleans, Louisiana
for more information:
[www.nhlbi.nih.gov/meetings/mri-
wksp04.htm](http://www.nhlbi.nih.gov/meetings/mri-wksp04.htm)

November 13, 2004
American Heart Association
Howard County Heart Walk
Ellicott City, Maryland
for more information:
Shirley Bartik,
shirley.bartik@heart.org,
410.685.7047

2005

February

February 10, 2005
National Institutes of Health
**National Heart, Lung, and Blood
Advisory Council Meeting**
Bethesda, Maryland
for more information:
www.nhlbi.nih.gov

What's New At Lifework, Inc.



American Heart Association

e-learning Skills Checks at Lifework

Lifework is providing skills checks as part of two new American Heart Association e-learning programs.

Individuals seeking either their ACLS or BLS Healthcare Provider re-certifications may review the course and complete the exam on their own computer and perform a skills check with the Lifework Training Center.

To learn more about this program, order your CD, or schedule a skills check, contact Lifework at 410.418.4989.

American Heart Association

BLS Instructor Course by Lifework

This November, Lifework will invite qualified individuals to attend a two-day Basic Life Support Instructor's Course. For more information, including prerequisite and registration information, contact the Lifework office.



Lifework, Inc.

8641 Bali Road, Ellicott City MD 21043
tel 410.418.4989 | fax 410.418.5300
www.lifeworkhealth.com