



## **dj Orthopedics Appoints David Derminio Senior Vice President of Sales**

SAN DIEGO, Apr 15, 2002 (BW HealthWire) -- dj Orthopedics Inc. (NYSE:DJO), a designer, manufacturer and marketer of products and services for the orthopedic sports medicine market, announced today that David Derminio, 49, has joined the company as senior vice president of U.S. sales.

With more than 24 years of healthcare sales expertise in cast materials, joint replacements, orthopedic and sports medicine distribution, and bone growth stimulation products, Derminio is expected to play a significant role in increasing sales effectiveness and achieving the company's sales goals.

In this newly created position, Derminio will be responsible for overseeing the U.S. sales organization for the DonJoy®;, ProCare®; and Alaron Surgical™ product lines, and will report directly to dj Orthopedics' CEO Les Cross.

"This appointment represents a major step forward in our strategy of leveraging our sales force to drive the company's expansion into the repair and regeneration market segments. David's extensive sales and marketing experience and leadership abilities will make him an invaluable addition to the dj Orthopedics team, and I am delighted to welcome him to our company," said Les Cross, president and CEO of dj Orthopedics. "I'm confident that David's passion for excellence and contagious enthusiasm will quickly have a positive impact on our field sales leadership team."

"I'm truly excited to join dj Orthopedics, an established market leader in the sports medicine industry," said Derminio. "This company has a proven track record of continuous sales growth with quality products and excellent customer relationships, and I am looking forward to being a part of the company's bright future."

Derminio began his career with American Hospital Supply Corp. nearly 25 years ago. He has held leadership positions within the orthopedics market for the past 20 years, holding senior marketing and sales positions at Carapace, Intermedics Orthopedics, Med-Tech West and OrthoLogic. Derminio has been a key player on corporate strategic planning teams for 17 years, and has also worked in business consulting, specializing in distribution channel management, leadership development, team building, performance enhancement and customer service.

Derminio received a bachelor's degree in management with a minor in marketing from Arizona State University and has completed work towards an MBA in marketing and finance at the University of Portland. Passionate in his commitment to build the next generation of leaders, Derminio spends a considerable amount of his free time working with and coaching youth as well as serving on the United States Golf Association Junior Amateur Championship Committee.

dj Orthopedics is a global orthopedic sports medicine company specializing in the design, manufacture and marketing of surgical and non-surgical products and services that repair, regenerate and rehabilitate soft tissue and bone, help protect against injury, and treat osteoarthritis of the knee. Its broad range of over 600 existing products, many of which are based on proprietary technologies, includes rigid knee braces, soft goods, specialty and other complementary orthopedic products and its recently introduced line of surgical products. These products provide solutions for patients and orthopedic sports medicine professionals throughout the patient's continuum of care.

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