



Contact:  
Lex R. Giltaij, MD  
VP Europe and Business Development  
Pioneer Surgical Technology, BV  
Tel: +31 30 693 4720,  
[info@pioneersurgical.eu](mailto:info@pioneersurgical.eu)

**FOR IMMEDIATE RELEASE**

**PIONEER SURGICAL TECHNOLOGY HIRES  
NOTED SALES CONSULTANT**

***Karen McRae is latest addition to an  
experienced European sales team***

Driebergen, Netherlands – July 23, 2008- Pioneer Surgical Technology’s European subsidiary today announced that Karen McRae, RN, MN, a respected professional in the Spine Industry, has joined the growing sales team.

McRae will be responsible for introducing surgeons to Pioneer’s Motion Preservation line of products and coordinating EU training programs for Surgeons, Sales Reps, and Staff.

“Karen has a solid reputation in the European spine industry and brings nearly 20 successful years of clinical and sales experience to our rapidly expanding sales team,” according to Lex R. Giltaij, Vice President Europe and Business Development. Giltaij adds, “McRae’s relationships with leading surgeons will be invaluable as we cultivate new markets with our diverse product offerings.”

Prior to joining Pioneer, McRae worked for industry notables Surgical Dynamics, Inc., Medtronic Sofamor Danek, Raymedica<sup>®</sup>, LLC., and TranS1<sup>®</sup>, Inc. She is a former member of the World Health Organization and is a charter member of the Spine Arthroplasty Society.

“Pioneer Surgical is committed to providing patients with novel and innovative medical devices,” said Karen McRae. “I look forward to adding my product knowledge and clinical experience to Pioneer’s European team.”

McRae holds a Nursing degree from Whangarei Hospital, affiliated with the University of Auckland, New Zealand, and has post graduate experience in cardiac surgery.



#### About Pioneer Surgical Technology, BV

Pioneer Surgical Technology's European subsidiary was established in the Netherlands in August 2006 following the introduction of the NuBac™ Disc Arthroplasty System in Europe. Pioneer's Peek-on-Peek (P3™) Technology motion preservation products offer excellent wear resistance, established biocompatibility, biodurability and radiolucency. The minimally invasive BacJac™ Interspinous Decompression System is the latest P3 motion preservation device to be introduced to the European market. Pioneer BV also offers a full range of Pioneer's spine products including the Quantum™ Spinal Rod System, cages and cervical plating. Pioneer BV works with distributors in several countries in Europe including Italy, United Kingdom, Switzerland and the Benelux region. Pioneer is establishing its own sales team in Germany.

#### About Pioneer Surgical Technology, Inc.

Pioneer Surgical Technology, headquartered in Marquette, Michigan, is a dynamic medical device firm with a full line of cutting-edge motion preservation devices either available commercially in Europe or under clinical evaluation in the United States. Pioneer's comprehensive portfolio of vertebral spacers, cervical plating systems, and MIS and Mini-Open Rod systems include familiar brand names such as Contact™, IJAK®, Clarity™, SlimFuse™, and Quantum®.

Pioneer entered the orthobiologics market with two acquisitions in 2007. Encelle™, Inc., developed E-Matrix™ for tissue regeneration. Angstrom™ Medica, Inc. is the first company to obtain FDA approval for a nanotechnology device - NanOss™ - a hydroxyapatite bone void filler. Both companies are wholly owned by Pioneer and have been renamed Pioneer Orthobiologics.

Pioneer produces innovative, cost-effective solutions for surgical procedures which benefit both surgeons and patients.