

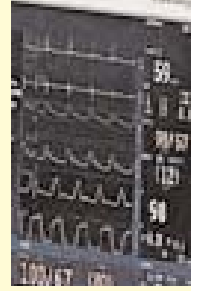
scope...



THE



OBJECTIVE  
OF THIS  
REPORT IS TO  
PRESENT AN  
ANALYSIS OF  
BIOMEDICALS'  
FUTURE  
GOALS  
AND  
PAST  
PROJECTS  
AND  
THE  
COMPANY'S  
DEVELOPMENT  
AND  
ACHIEVEMENTS.



**I.**

The  
Corporation

**II.**

Company  
Objetives

**III.**

Major Territory

**IV.**

Sales History

**V.**

Exclusive  
Representation  
and  
Associations

**VI.**

Management



BIOMEDICAL INTERNATIONAL



# **B**iomedical International Corporation

was organized under the laws of the State of Florida, filed the 11th Day of February 1982.

The charter number for the Corporation is F62227. The Corporation was formed for, is and will promote the sale and service of hospital equipment, supplies and laboratory equipment and supplies.

Corporate Address:  
4896 S.W. 74 Ct.  
Miami, Fl. 33155  
Tel. (305) 669-1010  
Fax (305) 669-1011  
e-mail: [biomed@bellsouth.net](mailto:biomed@bellsouth.net)

# The Corporation

Due to the nature of our national and international territories, our proven marketing objectives have been service-oriented sales with special marketing objectives in selected product lines turn-key projects and consultation.

- ▶ One source of supplies for equipment and disposables for Key hospital departments, such as the Operating Theater, I.C.U, E.R., Neonatal, Pediatrics, Sterilization, Laboratory, Supplies Room and Maintenance Department, Clinics and large Medical Practices just to name a few.
- ▶ Proven dependency on emergency shipments.
- ▶ Close ties with Department Heads.
- ▶ One to one communication. This is also an excellent marketing tool, specially in small hospitals where frustration prevails when the hospital wants communicate with large corporations.
- ▶ In the domestic marketing end, we promote our exclusive lines, we also offer turn-key projects for diagnostic centers, teleradiology and regular medical supplies to the healthcare professional.



Thanks to the nature of our export Territory, our mission has been one oriented in service with special marketing objectives in selected product lines and turn-key projects.

# OBJETIVES







# Market Regions



**A**NGUILLA

ANTIGUA

ARUBA

BAHAMAS

BARBADOS

BARBUDA

BERMUDA

BONNE AIR

CAYMAN

ISLANDS

CURACAO

DOMINICA

GRENADA

GUADELOUPE

JAMAICA

MARTINIQUE

MONSERRAT

NEVIS

ST. BARTHELEMY

ST. CROIX

ST. JOHNS

ST. KITTS

ST. MAARTEN

ST. LUCIA

ST. THOMAS

ST. VINCENT

TORTOLLA

TORTUGA

TRINIDAD

TURKS ISLANDS



# **S**OUTH

## **AMERICA**

ARGENTINA

BRAZIL

CHILE

COLOMBIA

GUYANA

PARAGUAY

PERU

SURINAM

URUGUAY

VENEZUELA



## **CENTRAL AMERICA**

BELIZE

COSTA RICA

EL SALVADOR

GUATEMALA

HONDURAS

NICARAGUA

PANAMA

## **NORTH AMERICA**

MEXICO

Florida, U.S.A.

Texas, U.S.A.

Washington

D.C., U.S.A.



**B**iomedical International Corporation has successfully introduced to the market place their Exclusive Representations - a coordinated effort between Our Company and the Manufacturers we represent.

Both Sales and profit targets have been consistently met with our represented companies such as Steris/Amsco (Sterilizers, Operating Lamps, tables, etc...), Datex-Ohmeda (Anesthesia Machines, Neonatal Care, Monitoring, Vacuum), Merivaara (Hospital Furniture), Kontron Medical (Ultrasound Imaging), Bayer (Lab Equipment and Reagent) and other manufactures of Medical Equipment and Disposable products.

Our Company has an aggressive service mission. We encourage our business partners to take advantage of our service and maintenance programs. Special emphasis to be placed in the Operating Rooms, ICU and Laboratories.

Biomedical International has completed several Turn-Key Projects in the Caribbean and Latin America, please see our Turn-Key summary.

# Sales History

Country: Honduras  
Client: "Las Lomas Medical Center"  
Financing: Private Financing via Biomedical Int. Corp.  
Delivery Date: ( In progress)

Country: Grand Cayman  
Client: Tomlinson Medical Clinic.  
Financing: Private  
Delivery Date: December 1999  
Description: Clinic providing general medical services.  
Surgical suites, out-patient services and  
obstetrics

Country: Mexico  
Client: Instituto de Cirugía Sur S.A. de C.V  
Financing: Private  
Delivery Date: June 1998  
Description: Out-patient Clinic and surgery.

Country: Aruba  
Client: Dr. Horacio Oduber Hospital  
Financing: U.S. Exim Bank  
Delivery Date: September 1998  
Description: Central Processing Department/Sterilization  
Equipment

Country: Jamaica W.I.  
Client: Ministry of Health, Central Projects Unit.  
Financing: Inter-American Development Bank  
Delivery Date: September 1997  
Description: Neonatology, Cardiology and Anesthesia

Country: Perú  
Client: United Nations, Ministry of Health  
Financing: Inter-American Development Bank (IDB)  
Delivery Date: February 1996  
Description: O.R. Surgical Equipment Upgrade



# Turn-Key Projects

Country : Guyana  
 Client: Guyana /IDB Health Care II Project  
 New Georgetown Hospital  
 Financing: Inter-American Development Bank (IDB)  
 Delivery Date: March 1996  
 Description : General Hospital  
 Country : St. Croix, USVI  
 Client: Balfour Beatty Construction Co. ( U.K.) ,  
 St.Croix Hospital  
 Financing: Govt. of the U.S. Virgin Islands  
 Delivery Date: January 1994  
 Description: Hospital Equipment in general, all services,  
 surgical & patient ward

Country : Barbados W.I.  
 Client: The Queen Elizabeth Hospital  
 Financing : Government of Barbados  
 Delivery Date : March 1994  
 Description : Cardiology Center, Open Heart Surgery

Country: Curacao.  
 Client: St. Elizabeth Hospital  
 Financing: Government  
 Delivery Date: July 1994  
 Description: Sterilization Departmentt  
 (Central Processing)

Country : Cayman Brac, Grand Cayman Islands  
 Client : Faith Hospital  
 Financing: Government  
 Date of Delivery: July 1993  
 Description: New Clinic, including Surgical O.R. and  
 services.

Country : St. Thomas  
 Client: St. Thomas Hospital  
 Financing: Government  
 Delivery Date : November 1993  
 Description: Anesthesia and Intensive Care Units  
 Country: Jamaica  
 Client: Social Sector Development Project Jamaica  
 Financing: Crown Agencies  
 Delivery Date: July 1993  
 Description: Medical Equipemnt/ General





Country: St. Kitts W.I.  
Client: Ministry of Health/ Joseph France General Hospital  
Financing: Government  
Delivery Date: October 1993  
Description: Complete Histology/Pathology Lab

Country: Cayman Brac, Cayman Islands  
Client: Health Service Authority  
Financing: Government  
Delivery Date: December 1993  
Description: 20 Bed Hospital/ General Equipment

Country: Aruba, N.A.  
Client: Hospital Dr.Horacio Oduber  
Financing: Government  
Delivery Date: September 1992  
Description: Intensive Care Unit

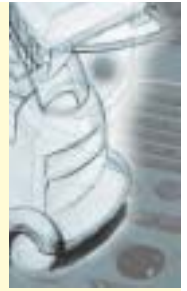
Country : Jamaica  
Client: Ministry of Health  
Financing: Inter-American Development Bank (IDB)  
Loan #579/Oc JA  
Delivery Date : May 1992  
Description: Cardiology, Infant Care and Imaging (Ultrasound)

Country : Saint Lucia, W.I.  
Client : Ministry of Health St. Lucia  
Financing : Government  
Delivery Date : March 1991  
Description: Out-patient Services, Intensive Care Unit, Clinical Laboratory

Biomedical International is a member, in good standing of, the Health Industry Distributors Association (HIDA); A group of selected companies across the United States which helps to regulate government disbursements and Health Industry policies, both Nationally and Internationally; and also a member of STARLINE, an association, by invitation only, of independent dealers which combined enjoy a purchasing power of over a billion dollars.

Biomedical is also proud to be associated with the following companies:

- .AFP Imaging
- Alaris
- .Steris/Amsco
- .Biomet
- .Burdick
- .Bayer Diagnostics
- Control - X
- .Datex-Ohmeda
- .Difco/BBL
- .E-Z-EM / AngioDynamics
- Fisher Scientific
- Feigert Endoscopy
- .Graseby
- Invivo Research
- .Jewett
- Kontron Medical
- Marconi/Phillips
- .Merivaara Instrumentarium
- Siare Medical
- .StarLine
- .Tycos Health Care (Kendall, Davis & Geck, U.S. Surgical, Valleylab, Sherwood)
- .United Metal Fabricators (UMF)
- VersaMed



**E**xclusive

Representations

and

Associations

# Representations



Biomedical works closely with management and marketing of these companies and carries out missions on short and long term basis. We are proud of our track record with all of our associates and our sales growth with them has reflected a continuous growth.

Due to the nature of our business, Biomedical has close association with over 1500 companies in the medical field. This broad spectrum which covers medical, and laboratory equipment, medical disposables, laboratory reagents and supplies has proven beneficial to both ourselves and our clients, we can proudly say "One Order, One Shipment, One Supplier".

In addition, Biomedical has worked closely with The Inter American Development Bank, Crown Agents (U.K. Govt.), Eximbank, United Nations, U.S. A.I.D, World Bank and other government and private financial institutions to carry out Turn-Key missions in several countries.

We presently have our Corporate Offices in Miami, Florida, and branch offices in Honduras and Mexico.

Biomedical has been ranked as one of the top 500 U.S. Hispanic Companies in the nation and as one of the Top 100 in rapid growth.

## Juan R. Borges: Managing Director and President

**Education:** 1973 - Florida Atlantic University, Boca Raton, Fl.  
Awarded Bachelor of Arts Degree in Industrial Psychology.  
(Coursework included Management, Marketing, Accounting, Economics, etc...)

**Experience: Baxter Travenol Laboratories 1973-1982**  
After beginning with Baxter as a Medical Sales rep, South Florida Region, Advanced to position of International Marketing specialist for Latin America, later to Sales Mgr. and President, Baxter Travenol Laboratories, Venezuela; A High Volume, Caracas based subsidiary. Finally, General Manager Baxter Travenol Export Corporation in full charge of the company's export program. Later resigned to form Corporation.

**Biomedical International Corp. 1982 - Present :**  
Started as a one man operation, which began at the height of the Latin American debt crisis. Bringing to a total of twelve full-time employees today. Devoted primarily to opening markets in the Caribbean and Latin America, developing personal relations with allkey decision makers from buyers, department heads, hospital directors, Permanent Secretaries of Health and Ministers of Health. These relationships have developed even stronger to date.

Responsibilities include General Management, Marketing and Finance.

# Management

## Pio R. Molina Jr. : Vice President

**Education: 1982 - University of Central Florida, Orlando, FL.**

Awarded Bachelors of Science Degree in Engineering

Technology. (Coursework included General Engineering curriculum, to include Operations Management)

**Experience: Biomedical International Corp. 1983 - Present**

Second Employee to join the Corporation. Has been and is currently a critical ingredient in over seeing the daily operation of the company. Has also established personal relationships with all key customers and has been instrumental in opening key accounts.

Responsibilities include, Marketing, Purchasing, Freight forwarding, Inventory control, and General Supervision of Operations (Exports and Projects).

**McDonald Douglas Aerospace Corporation 1982**

in the Position of Budget Analyst, Responsibilities included side by side work with the Industrial Engineering department and manufacturing for proper allotments and budg eting of man power in the Government Defense contract of the Tomahawk Cruise Missiles.