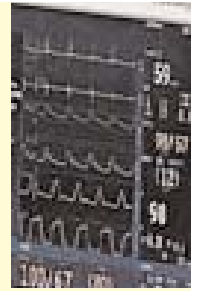


scope...



The object of this report is to provide our Partners in Business with an overview of Our Company. An Introduction to our Mission, and an Invitation to browse some of our International Developments and Achievements.



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Corporation

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BIOMEDICAL INTERNATIONAL



Biomedical 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,

Medical 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

Branch Office:

Tegucigalpa, M.D.C. Honduras, C.A.

Apartado Postal #5767 Teg.

Comayaguela, M.D.C.

Tel. (504) 224-0072

e-mail: biomedical@unete.net

The Corporation

Our Company approach not only allows us to service the daily needs of a hospital, but assist in their long term planning and Emergency Situations as well. It has provided us many advantages over our competitors:

- ▶ 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 Departments just to name a few.
- ▶ Proven Dependency on Emergency Shipments.
- ▶ Close ties with Department Heads.
- ▶ One to One Communication. An asset particularly in situations where frustration prevails, during those times when Hospital Staff must try and contact large corporations.
- ▶ Biomedical excels in the field of Special Projects and Turn-key Operations. Our knowledge and years of experience allows us to attend to all areas involved in the creation of said projects without the detriment of any one section.

Our Mission



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.

- ▶ Finance - Fifty Percent (50%) of our sales are shipped on open account, 40% are shipped with Sight Drafts, and only 10% are Letters of Credit or Cash in Advance terms. Write Offs have historically been at less than 1% of Sales. All of these facts prove that we have obtained a maximum degree of trust in our clients; On the other hand, our customers appreciate our Finance program and make it a point to pay on time.
- ▶ Banking - Biomedical is currently banking with Union Planters Bank in where Biomedicals' business account is handled, and holds a non-collateral line of credit with a current Zero (0.00) Balance.
- ▶ Service - Our Service Department has established a complete support system. Our Objective in the Service Department is to install, In-Service and continue service after warranties expire. This service is almost non-existent in the Caribbean and Latin America where no local service or warranties are the norm.
- ▶ Specialized Marketing Projects - These Projects are conducted with our exclusive representations only. Most competitors are "Order Takers" establishments. We have become an authority in the area covered in point A, have completed numerous projects, and have many still in the final stages and new ones on the drawing boards.



- ▶ Turn-Key Projects - In addition to General Hospital Turn-Key Projects, we have developed specific turn-key projects for The Intensive Care Units, Operating Rooms and Emergency Rooms. The Projects are designed to overcome the typical handicaps of the area with emphasis on product reliability, service, training of both service and medical personnel, full one year warranty on parts and labor, and service contracts after warranty expiration. Full consultation of each project between customers, ourselves and our staff of medical consultants in the specified areas make true Turn-Key Operational programs. Special Financing with EXIMBANK is available through Biomedical International Corp.
- ▶ Freight Handling & Forwarding - We cut our own insurance certificates and Air Waybills, Consolidate shipments and export pack them, deliver Freight directly to the port of shipment (i.e. Airport, or Ocean port). These services provide a tremendous savings from Freight Forwarding costs; A savings which is passed on to the final user.





ANGUILLA

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



Market Regions



SOUTH

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.



Biomedical 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



Exclusive

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.