

BIOMED TECHNOLOGIES NEWS

JUNE 2016

VOLUME 3, ISSUE 2

What's Going On?



We have been extremely busy since our December Newsletter was published. So busy in fact, that we missed the March issue.

In addition to working to continue to deliver the kind of service our valued customers have come to expect, several other things have

been going on behind the scenes. Vacations, manufacturer training classes, and a new technician.

In order to enhance the services that we offer, Kevin attended a training class for Midmark/Ritter and our service manager Chris, attended the re-certification class. Both are certified by Midmark as factory trained. That gives us the ability to perform warranty repairs on the full line of equipment, including the veterinary line.

Tony completed training for Cadwell IOM monitors, which are used in several of

our surgery centers. Accurate Monitoring owns about 50 of the Cadwell systems and has contracted with Biomed Technologies to perform their repairs and annual PM's here in New Jersey. Previously their systems were shipped to the OEM on the west coast. Accurate has already noticed a sizeable savings in terms of cost and turnaround time.

The third item is BIG. It is something we are all very proud of. For the big reveal, see "From the Corner Office" on page 2.

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**YOUR MEDICAL
DEVICE REPAIR,
CALIBRATION, AND
INSPECTION
SPECIALIST**

Customer Recognition



We continue to recognize you, our valued customers for your continued support. We understand that you have choices when it comes to your Biomedical Services provider. Our goal is to earn your trust and grow it

with each encounter you have with Biomed Technologies. We appreciate your loyalty.

Our newsletters will continue to recognize our loyal customers, in 5-year increments as they renew their service agreement.

WELCOME BACK!
Patient Care Assoc.

15 YEARS
Surgicare of Englewood Cliffs

10 YEARS
Garden City Dialysis
Metropolitan Surgery Ctr
Surgicare of Carlstadt
Surgicare of Central Jersey
Syosset Kidney Center

5 YEARS
Buttonwood Dialysis
Memphis Street Renal
New Brunswick Dialysis
Surgicare of Freehold
Westtown Dialysis
Women's Care Source

Social Media

Why not tell the world what you think about Biomed Technologies? Follow and like us on our social media

sites. Simply click on an icon and you will be whisked to that page faster than you can

say, "Facebook".



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From The Corner Office

This year, 2016, is the 28th year Biomed Technologies has been in existence. The first few years were a little rocky. OK, more than a little.

It has been a slow, but consistent growth for the company. Focusing on providing the best service possible to grow, instead of growth through acquisition. Great technicians and administrative staff providing excellent service to our very loyal customers has enabled to build a wonderful reputation.

Which brings me to the BIG news!

One morning in April, I re-

ceived several phone calls from some of the sales reps for a large supplier of medical equipment and supplies. Each call started out the same... 'Keith, our corporate office decided to close down our service department. We need someone that we can depend on to refer our customers for service'.

After some discussion and negotiation, they were impressed. Impressed with how we do business, our reputation, feedback from our customers, and our facility.

Long story short, they chose Biomed Technologies to refer their customers for their service

and inspection needs.

To provide some continuity for their customers, and to help us with the increased workload, we have hired one of their biomedical technicians. His name is Rommel Marquez. Rommel has been with McKesson and PSS for many years as a biomedical technician and will make a great addition to the Biomed Technologies team!

We have already begun providing service and inspections for about 20 facilities with many times that number expected in the coming months.

--Keith

Employee Spotlight - Linda Cregar



Over the years I have had the pleasure of speaking with many of you over the telephone, but have not had the opportunity to meet you in person. In writing this bio, here is a chance for you to get to know a little more about me.

For the past 15 years I have been the Office Administrator at Biomed Technologies. I am proud to be a part of the company's success and tremendous growth.

I have been happily married for 35 years and have two wonderful children Lindsey and Billy. We all still live in Hopatcong and have enjoyed many activities on Lake Hopatcong over the years, both summer and winter.

One of my favorite activities is kayaking. Several years ago my husband and I went "green" and bought two kayaks. We enjoy being on the water and go out kayaking most weekends. Kayaking gives you a peaceful feeling of being one with the water.

I also enjoy playing guitar. I like bringing my guitar to my mom's Assisted Living and play for the residents. My husband also plays guitar and often accompanies me. The music brings a lot of

joy to all the residents and to us. It's a fun time for all involved!

My husband and I love Key West. It is one of our favorite vacation spots. The 100 mile drive down to the keys has spectacular scenery. We love the warm weather, blue waters, great variety of music, and beautiful sunsets.

Biomed Technologies has many of the same core values I live my life by, some of which include honesty and integrity. I am proud to be part of a Company that puts its' customers first to ensure the best possible customer service experience. I am looking forward to many more years with Biomed Technologies, and you, our wonderful customers!

Promotions within the Biomed Technologies Family

Congratulations to two of our employees on their recent promotions.

Tony Watkins was promoted last fall to Senior Anesthesia Systems Service Specialist.

Kevin Ippolitto has been promoted to Senior Biomedical Technician.



Recent reports say there may be more than **7000 homeless military veterans** in New Jersey alone. That is a staggering number. These Heroes and

their families need our help now to survive. Please, click the link to learn more about this wonderful organization and how they help our homeless vets. Then

lets show our gratitude and compassion!

www.OperationChillout.org