



AACC 2008 SHOW
East African International Buyers Delegation

Supported by:
U.S. Commercial Service Nairobi



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The U.S. & Foreign Commercial Service (or FCS) is the trade promotion arm of the U.S. Department of Commerce. FCS is one of the five U.S. Foreign Affairs Agencies. Unlike State, FCS only operates in countries with significant bilateral U.S. trade opportunities. In the 13 countries of Eastern Africa (Burundi, Central African Republic, Djibouti, Democratic Republic of the Congo, Eritrea, Ethiopia, Kenya, Rwanda, Sudan, Somalia, the Seychelles, Tanzania, and Uganda), FCS has only one office:

FCS Nairobi, Kenya, that aims to serve all 13

countries, through partnering with posts. FCS has at present, one American officer (Commercial Counselor) and eight (8) local Commercial Specialists and Assistants.



What do we do?

FCS Nairobi has three missions.

- 1)** To promote the export of goods and services from the U.S. to the 13 countries of Eastern Africa.
- 2)** To protect, defend, and advocate on behalf of existing U.S. business interests in the same countries.
- 3)** To support, communicate with, and (if asked to do so) train U.S. State Department Economic/Commercial staff in those countries in the region without U.S. Department of Commerce staff.

AACC Clinical Lab Expo 2008:

FCS Nairobi has previously successfully recruited Kenyan businesses to participate in various international trade shows. This year, we have successfully recruited a group of 14 medical professionals.

The AACC Clinical Lab EXPO will take place July 27-31, 2008 • Washington DC. Mr. Humphrey Lilech, Senior Commercial Specialist at the U.S. Commercial Service Nairobi is leading the delegation.

Contacts:

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SHALOM COMMUNITY HOSPITAL
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Dr. & Mrs. Onyango (Directors)

We are a community-based hospital offering health services.

Vision

To be a leading health services provider in Kenya.

Mission

To provide quality and affordable, efficient and customer friendly health care.

Location

We are in Machakos town, Machakos District, Eastern Province, 63 kilometers south of Nairobi the capital city of Kenya.

Hospital financing

The hospital receives no external financial support but generates finances locally by supporting the National Hospital Insurance fund (NHIF) whose membership is mandatory among workers in Kenya as prescribed by an act of parliament.

Members contribute between ksh60/= and ksh320/= a month (i.e. an equivalent of between one and five dollars a month).

Community work.

We are contracted by NHIF to treat all their hospitalized members at a flat rate of Kshs 1800 per patient per day. E.g. A patient treated for Malaria for three days pays KSh 5400/= only (i.e. less than 83 dollars.)

A different patient done appendisectomy and hospitalized for three days pays the same amount.

This is why we are a community based hospital serving the community at no extra cost as a similar patient treated in a Government hospital will pay the same amount.

Services offered.

We have a bed capacity of 180 and are doing an average of 130 beds per day.

We offer both In and Outpatient services on a 24-hour basis. Other services offered include laboratory, pharmacy, X-ray, ultrasound, physiotherapy, general medical, surgical, orthopedics, Obs/Gynae and ambulance services.

Personnel.

We have seven visiting consultants of different disciplines, one resident consultant Obstetrician Gynaecologist, three medical officers, ten clinical officers, nurses and all other supportive cadres giving a staff force of 110.

CHEM-LABS LTD
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Email:



Mr. James Mwangi
General Manager

Mr. Sam Nderitu
Sales & Mkt Manager

COMPANY OVERVIEW

CHEM-LABS LIMITED is a Kenyan registered firm whose core business is the distribution and service of medical laboratory diagnostic products in the regional markets of East Africa.

The company's offices are situated at Human House, Ngara road, in the Central Business District of Nairobi, Kenya. Chem-Labs' mission is to enhance healthcare delivery through the provision of high quality and innovative laboratory diagnostic products while providing the finest available technical service and support to every customer.

Chem-Labs' comprehensive range of diagnostic products spans the entire line of laboratory medicine including clinical chemistry, haematology, microbiology, parasitology and serology. Currently, the company has a client portfolio of over 400 institutions made up of Private and Public hospitals, Private Medical Laboratories, Research institutions, Universities and other institutions of higher learning.

The company is an equal opportunity employer whose recruitment policy is guided by professional and technical competen

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Web: www.angelicamedical.com



MARY MATU
Managing Director

COMPANY OVERVIEW

We have operated for over 10 years, with a vision to be the leading distributor of medical supplies and related medical equipment in East and Central Africa.

Our Products include:

- All level of Medical and Diagnostic equipment
- Surgical Instruments and Sets
- Pharmaceutical Disposables
- Laboratory Reagents and Test Kits
- Hospital Furniture



Our main services include:

Sales of all hospital equipment and supplies, Consultation and Advice, Installation, Testing and Commissioning, Site planning, Pricing and Staffing.

Partnerships:

We have formed professional partnerships with reputable, local / international, manufactures / suppliers, and focus most of our sales and marketing efforts to both the public as well as private sector. Our International partners include:

- Holden Limited (The Netherlands)
- IMRES (The Netherlands)
- N.V. Organon (The Netherlands)
- Internacional Pharmaceutical (Mexico)
- BD (Belgium)
- Dafra Pharma (Belgium)

Corporate Social Responsibility:

- Organizing, coordinating and financing medical camps in rural as well as urban areas. Most of our camps have been in poor communities.
- Education assistance for low income but bright students in Kenya. We put special emphasis on the girl child.
- Donation of free medical equipment and medical supplies.

HASS SCIENTIFIC LTD
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ALPHA BWIRE
Managing Director

COMPANY OVERVIEW

HASS SCIENTIFIC & MEDICAL SUPPLIES LTD was established in 1993. This is a wholly owned Kenyan Company. The Company is a major distributor of clinical laboratory diagnostic equipment and reagents in East and Central Africa.

The company started its operation with a staff of three. To date this has increased over 10 fold. Besides, the company now occupies its own premises – HASS BIOTECHNOLOGY CENTRE located in Nairobi’s up-market Hurlingham area.

The firm established its first foreign office in Kampala, Uganda in 1997 and now has a permanent staff of six. The Tanzanian market is currently serviced through our Kenyan office. There is close partnership with two locally based distributors in Dar-Es-Salaam. HASS SCIENTIFIC RWANDA SARL was established in 2005 as a strategic Centre for supply of diagnostics in Rwanda and the neighboring Eastern Congo & Burundi.

The Company is a major supplier to the public sector, private sector; USAID/PEPFAR and NGO health care sectors. It has distribution agreements with the world’s leading laboratory diagnostic manufacturers e.g. BIOMERIEUX (FRANCE), BECTON DICKINSON (USA), SYSMEX (JAPAN) and lately the KEMRI (KENYA) Hepcell diagnostic kit for Hepatitis (and later Kemcom-HIV kit).

Head Office	Uganda Office	Rwanda Office
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Richard Waweru
Managing Director

Hussein Mohammed
Consultant

COMPANY OVERVIEW

Megascope was established in 1998 as a general supplies and trading enterprise. In 2002, the company specialized in Dental supplies and later changed its name to Megascope Healthcare (K) Ltd. We started with 2 members of staff in a 200sq ft office in City House. Today, Megascope employs over 40 staff members and occupies an entire floor at the ultra modern Geminia Insurance Plaza.

Megascope has grown into a reputable and leading medical supplies provider in the market. We have entered into an Agency Partnership with IDA Foundation the World's leading Medical Supplier and signed exclusive distribution agreements with various other multi-national manufacturers, to distribute & market their products in Kenya.

Our Vision is: To be the leading provider of Medical Supplies within the E.A. region.

Mission

- To be the supplier of choice in the area of Medical & Dental Equipment, Orthopaedics, Surgicals, Lab & Chemical Reagents and Reproductive Health Products.
- We will lead in these categories by consistently identifying the needs/demands of our customers, delivering superior solutions, the highest levels of service and competitive pricing to ensure customer satisfaction.
- Our partnership with leading international companies, our strong entrenchment and understanding of the business environment will allow us to achieve our objective of enhancing the well-being of our Customers, Partners, Employees, Shareholders & the Community.

Our Key Customers

Government Health Institutions (MOH, KNH, KMTTC)

- Private Hospitals (AGA-KHAN HOSPITAL, MATER HOSPITAL, NAIROBI WOMEN'S HOSPITAL)
- Private Doctors' clinics
- NGO's (MARIE STOPES, HEALTHNET)
- Pharmacies
- Supermarkets/Retail Stores (UCHUMI, NAKUMATT, CHANDARANA, UKWALA)

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Mrs. Damaris N Kago

COMPANY OVERVIEW

Tusker Mattresses Ltd is one of the leading supermarket chains in Kenya. Many analysts rate it as second only to Nakumatt in terms of turnover and branch network. The company was founded as a family business from humble beginnings.

The chain began its operations in Nairobi in 1990 when Mfangano branch was opened. It derived its name from the Tusker beer depot with which they shared a street.

The second branch, OTC was opened in 1997. It was situated next to the defunct OTC bus terminus. The outlet has since given way more spacious premises along Landhies Road.

Hakati was opened in 1999. The following year also saw the merger of the company with Magic Super

Stores, a sister company that had earlier began in Nakuru town and had a branch in Nairobi.

In 2000, Pioneer was opened. Express was also opened later the same year.

The company's Central ware house and head office are located on Mombasa Road, Nairobi.

The company boasts seventeen outlets spread out all over the country.

In addition to ordinary household goods, the chain stocks items such as clothing, furniture, beddings, hardware etc. Some of the spacious outlets like Imara, Buruburu, Chania, Ongata and Athi-river also have instore bakeries where one can buy hot bread straight from the oven.

The bigger big branches also have line shops.

The company has over two thousand six hundred employees and also plans to roll out more branches within the region.

For now, sky is the limit for this group that started from a very humble beginning.

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Joyce Wangari Ngigi
Laboratory Technician

COMPANY OVERVIEW

Tanschem Pharmaceuticals Ltd carries a stock portfolio of over 7,500 registered pharmaceutical products at any one time. This includes the whole range of both branded and generic products, surgical, infusion, injectable and diagnostic kits.

Our mission is to provide reliable, efficient and affordable healthcare products through convenient networks that are easily accessible to consumers in East and Central Africa.

We have a vision of becoming the leading provider of healthcare products in Kenya.

MEDISPAN LABORATORY SUPPLIES LTD

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COMPANY PROFILE

Medspan Laboratory Supplies is a leading supplier of laboratory and medical equipment, Laboratory glassware, Laboratory chemicals and Reagents, Specialized tissue culture chemicals and equipment.

Our main market includes scientific research institutions-research oriented organizations in the fields of medical, agricultural and environmental research. Other areas include university laboratories, hospitals and clinical laboratories and industrial quality control laboratories.

Our area of coverage is mainly in Kenya though we occasionally get trade enquires and orders across border from our neighbouring countries namely, Uganda, Tanzania and Rwanda. Since the inception of the company back in 1995, we have realized a steady growth and a yearly gross turnover of over \$1million.

Our company's vision is to go across the borders to cover the whole of the East Africa and further to the greater COMES region.

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Paul Ndungu
Managing Director

ABOUT KENYA

Population: 36,913,721

Age structure:

0-14 years: 42.1%
(male 7,826,804/female 7,720,456)

15-64 years: 55.2%
(male 10,219,575/female 10,174,922)

65 years and over: 2.6%
(male 446,355/female 525,609) (2007 est.)

Median age:

total: 18.6 years
male: 18.5 years
female: 18.7 years (2007 est.)



GDP (purchasing power parity): \$41.36 billion (2006 est.)

GDP (official exchange rate): \$17.43 billion (2006 est.)

GDP - real growth rate: 5.7% (2006 est.)

GDP - per capita (PPP): \$1,200 (2006 est.)

GDP - composition by sector: agriculture: 16.3% industry: 18.8% services: 65% (2004 est.)

Labor force: 1.955 million (2006 est.)

Labor force - by occupation: agriculture: 75% industry and services: 25% (2003 est.)