

What's New at Elcam Medical



Volume 3, Number 2
March 2010

We are looking forward to an exciting 2010 working with you!

Our Sales team headquartered in Israel are veterans in the areas of Customer Service and Marketing and they are eager to work with you on providing advantageous solutions to meet your needs. I am proud to formally introduce our team from Israel:



Amir Bohadana
Vice President, Sales
amirb@elcam.co.il

Amir has been with Elcam for the last 10 years, all of them in the Marketing and Sales Departments. His background includes responsibility for Sales and Trade in the Israel territory and he oversees all custom projects. He has been managing the Sales Department for the past two years. As Amir emphasizes, "Elcam's customer-oriented policy originates from our natural business culture which places the customer's needs at the top of our day-to-day agenda. This alongside with our focus on existing product lines makes Elcam the ultimate partner for creating **the advantage you need** in the disposable medical device market".



Caroline Laufer
South America and
Israel Territory Sales
Manger
caroline@elcam.co.il

Caroline has been in charge of Sales in the South American territory and Israel for the last 2 years. Prior to that she was in charge of shipping for 5 years and continues to manage Customs activities related to International Shipments. Caroline comes to Elcam with an extensive background in the field of Customer Service.



Denise Geva
European Territory
Sales Manager
denise@elcam.co.il

Denise is our long standing Sales Manager for the European region. Denise has been with us for the last 11 years, during which she has been continuously working for the benefit of our European customers. Denise is also responsible for formulating and updating our annual global sales forecast.



Zohar Shaked
U.S. Territory Sales
Manager
zohar@elcam.co.il

Zohar is the newest addition to the Sales team. Zohar has been with Elcam for the last 6 years in charge of Customer Complaints and Customer Relations in the Quality Assurance department. Prior to joining Elcam, Zohar worked for 7 years in the field of Customer Service for another company. Please help us welcome Zohar in her new position.



Yael Adler
Far-East and India
Territory Sales and
Marketing Manager
yaeladler@elcam.co.il

Yael has been responsible for Sales and Marketing in the Far-East and Indian territories for the last 7 years. Yael is in charge of our representatives in China, Korea and Japan. Prior to joining the Sales Department she was in charge of Customer Complaints in Elcam's Quality Assurance Department for 2 years. According to Yael: "Elcam believes that the Far-east and Indian markets will have significant growth potential in the next years, and that is the reason we invest many efforts in these territories."



Inbal Begard
Shipping Manager
inbal@elcam.co.il

Inbal has been in charge of shipping and exports for the last 4 years. She is working with our customers and manages all our International Shipments whether by sea or air. She is also the contact person for the Israeli warehouse team. Prior to this position, Inbal worked in Elcam's manufacturing department.

Along with Elcam's focus of quality manufacturing, marketing, development, customer relations and more, Elcam encourages their employees to engage in activities that benefit the surrounding society.

Elcam has made a commitment to the Heart to Heart social action program.

Since 2008, Elcam has partnered with a children's hostel in the Northern region of Israel close to where the company is located. This hostel educates 50 children aged 4-16 from broken homes. Elcam personnel arrive to the hostel weekly and organize activities like cooking, handiwork, sports and games. We celebrate the children's birthdays and arrange activities on special occasions.

Elcam also provides the hostel with a team of handymen for maintenance jobs. Sixty-five of our 200 employees are already involved in this worthwhile voluntary activity and we thank them for their dedication both in and out of work.



Elcam Medical
Heart to Heart

You can visit Elcam at the upcoming tradeshows:

MEDTEC
EUROPE

Medtec

March 23-25
Germany, Stuttgart
Booth #: 6/1310

Medical Design & Manufacturing
MD&M
EAST

MD&M EAST

June 8 - 10
NY
Booth #: 1149

Visit our website at:
www.elcam-medical.com

Best Regards,
Ehud Raivitz
President & CEO

Head Office / Manufacturer
Elcam Medical
BarAm 13860
Israel
Tel. 972-4-698-8120/1/2
Fax. 972-4-698-0777
sales@elcam.co.il
www.elcam-medical.com

USA
Elcam Medical Inc.
2 University Plaza, Suite 620
Hackensack, NJ 07601
Tel. +1 201 4571120
Fax. +1 201 4571125
info@elcam-medical.com
www.elcam-medical.com

Europe
MedNet GmbH
Borkstrasse 10
48163 Muenster Germany
Tel. +49 (0) 251 32266 0
Fax. + (0) 251 32266 22
info@medneteuropa.com
www.medneteuropa.com

www.elcam-medical.com