

FLEETWOOD

HEALTHCARE

EXCELLENCE THROUGH
INNOVATION

CELEBRATING OVER 20 YEARS
SERVICING THE IRISH HOSPITAL SECTOR





CONOR FLEETWOOD
Managing Director

“FROM HUMBLE BEGINNINGS, WE HAVE CELEBRATED OUR 21ST YEAR WITH NEW PREMISES; A STAFF OF 12 AND WHAT WE BELIEVE ARE EXCELLENT RELATIONSHIPS WITH OUR SUPPLIER PARTNERS.”

A MESSAGE FROM CONOR FLEETWOOD

Fleetwood Healthcare was established in Dublin in 1995 as a distributor of both cardiovascular and radiology products.

In 1997 we were introduced to a new company within the fledgling gastroenterology market, US Endoscopy, and while Ireland had not yet taken to single use products the innovative portfolio from USE, specifically the ROTH Net® retrieval devices gave us a presence in the endoscopy suite.

As hospitals began to change to single use products, we became the company ‘in the right place at the right time’ and a relationship with USE and our end users developed that exists to this day.

Going forward, we entered into a distribution relationship with LIFE Partners Europe and the MI Tech stable of enteral stents and through our cooperation with the distributor network we have formed partnerships with many more innovative companies and I am pleased to list them on following pages.



OUR CUSTOMER SERVICES TEAM

From humble beginnings, a single roomed office doubling as a warehouse, we have celebrated our 21st year with new premises in Bray, an additional support office in Belfast, a staff of 12 and what we believe are excellent relationships with our supplier partners and customers.

Fleetwood Healthcare employs a team comprising a broad spectrum of experiences necessary to deliver our products to the Irish hospital sector.

Our company relies heavily on our employee base. While our business is selling, our success is down to the excellent support staff within our small organisation. I am delighted to say that three of our in-house team have celebrated 10 years' service each and with their experience in nurturing new colleagues our plan for growth and expansion is solid.

We have come a long way since 1995, growing our endoscopy division every year and expanding our surgical division into many different disciplines.

We are reaching an exciting time in our continuing story and we hope that you, our trusted customers and supply partners will continue to share in and support our growth for the next twenty one years.

Conor Fleetwood

Conor Fleetwood
Managing Director

OUR FUTURE

Fleetwood Healthcare recognises that it is imperative to have the right people in the right jobs at the right times. We cannot afford to be without employees who have the required qualifications and competencies to quickly fill a critical or key role when the need arises.

It is our responsibility to our customers and manufacturing suppliers to put a framework in place to facilitate succession planning to ensure the continued success we have enjoyed since our foundation in 1995.

Presently we are a company of 12 employees, serving a community of approximately 6.5 million, covering the republic of Ireland and Northern Ireland. Recently we appointed our sales manager, Michelle Bennett to the role of director of sales.

Michelle joined our company in 2008



MICHELLE BENNETT
Director of Sales

as a sales representative and her experience as a clinical nurse manager proved beneficial as Michelle took over management responsibilities in 2011 allowing managing director Conor Fleetwood the time to focus on the broader picture of

driving the business forward by building new relationships with exciting innovative and entrepreneurial manufacturers.

Today, Michelle has built a strong, experienced sales team comprising graduate and nursing experienced representatives. The company's plans for the future will include an additional 3 people to our sales team and a further two additions to our customer services division with an 18 month timeframe. We owe this to our customers and suppliers whom have supported us for the last 21 years.

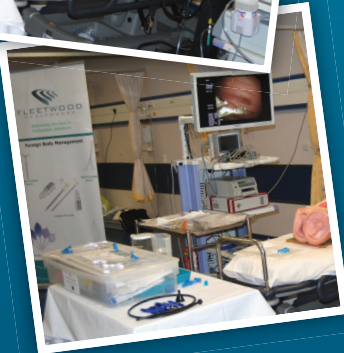
OUR MANUFACTURING PARTNERS





Michelle Bennett and
John Koomen from US Endoscopy

Fleetwood Healthcare is proud to sponsor and exhibit at the annual conferences of the Irish and Ulster Societies of Gastroenterology, the Irish Society of Endoscopy Nurses, the Northern Ireland Endoscopy Nurses Group, the Irish Nurses Organisation Theatre Nurses and other related societies.



CLINICAL WORKSHOPS

A cornerstone of our business has been the implementation of a number of bespoke clinical workshops aimed at assisting our end users with the everyday changes in product improvement.

Developed in-house and with the support of our suppliers and many end users, we are in a position to offer these workshops to individuals or groups of many as requested.

- » Foreign Body Management
- » Bleed Management
- » Polypectomy Management
- » Stent Placement