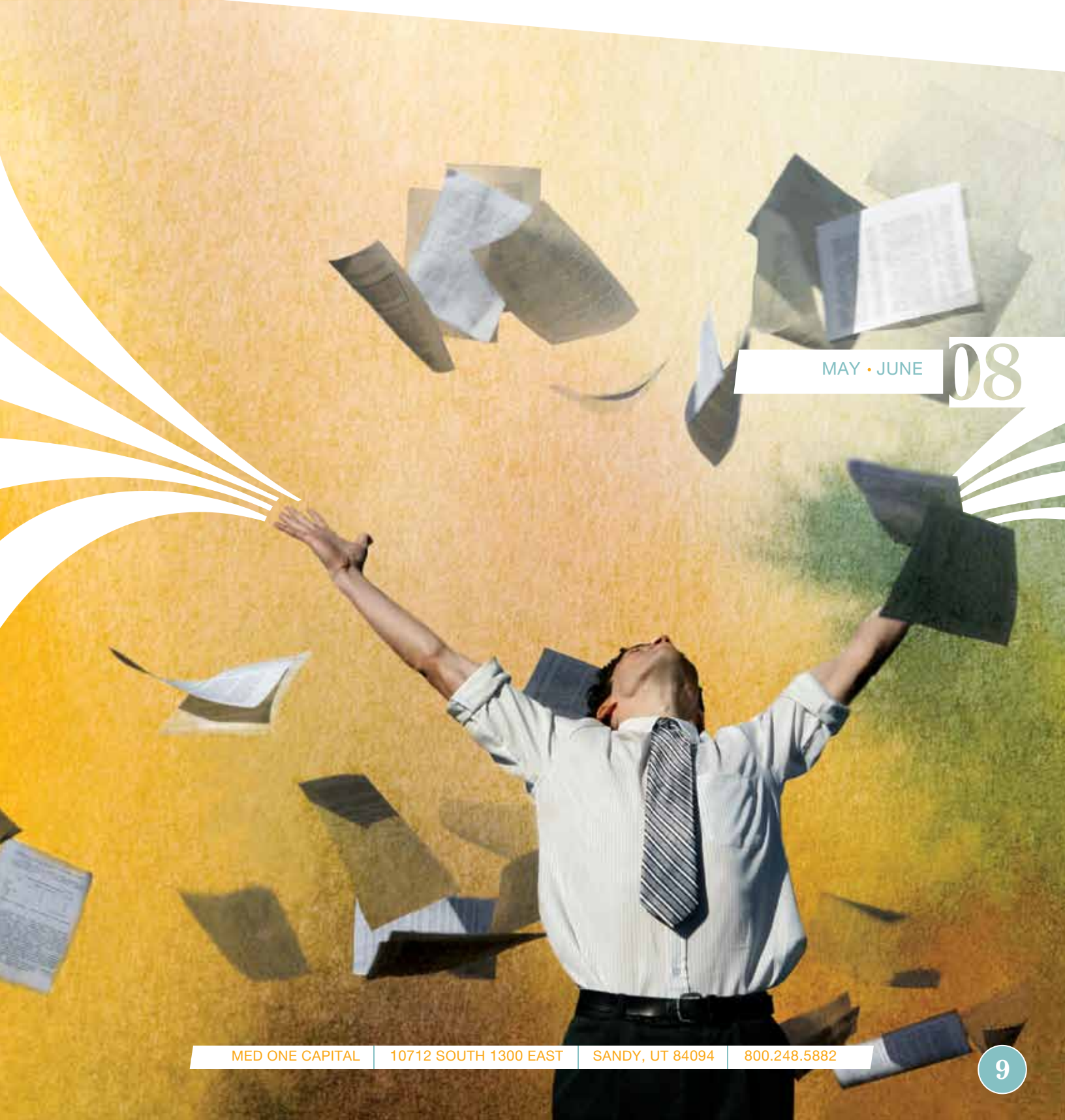




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08





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by: brent allen, senior vice president and co-owner

AN ERROR OF ONLY A FEW DEGREES

Several weeks ago, we held a Med One annual meeting in which all of our employees were invited to attend. As an owner of the company, I had the rare opportunity to communicate my personal perspectives relative to the future of Med One. I would like to capture some of the thoughts that I expressed to our employees at that meeting. I especially want our Med One customers, vendor partners, and funding partners to feel of my excitement and commitment to our future. I sincerely believe that we have some very exciting and bright times ahead.

Seventeen years ago we had a dream. From that dream, Med One was born...a brand new company facing challenges and obstacles that at times seemed almost insurmountable. At every corner, a new setback seemed to emerge. But somehow we were able to negotiate around the obstacles. We ultimately learned that we cannot direct the wind, but we can adjust our sails. Today, our company is staffed by wonderful people. Many of them are young and vibrant, bringing vital energy to a small but growing company. Their enthusiasm and exuberance is a refreshing approach to our journey. We hope that this enthusiasm will never dim. Some of our employees are middle aged and bring much needed experience to the challenges we face as we strive to achieve higher levels. Their experience and wisdom is a significant asset to our growing company. A handful of us have reached the age where the warranty is soon to expire. We have climbed the mountain and have experienced the wear and tear, frequently having to stop to catch our breath. But atop the mountain, we have a better view of the world. We can see the differences that divide people. We can take a longer view of the past and therefore understand the future with more clarity.

Atop the mountain, we can look down on dark clouds of gloom and fear and see that they are neither as large nor as ominous as those beneath them might believe. We can see that however dark the clouds may appear, they too are fleeting and will someday pass. We have found that it takes a lifetime to climb the mountain, but the view is worth the journey. At our annual meeting, I had an opportunity to express my heart-felt thanks to all of the Med One employees. Again to all of our employees, I say THANK YOU.

“ONLY A FEW DEGREES”



As the years pass we experience many changes. I shared with our employees an interesting story that makes a salient point. Grandma and Grandpa were sitting on their porch rockers watching the beautiful sunset and reminiscing about “the good old days.” Grandma turned to Grandpa and said, “Honey, do you remember when we were first dating how you would frequently reach over and take my hand?” Grandpa looked over at her, smiled and took her aged hand in his. With a little smile, Grandma pressed a little harder. “Honey, do you remember how after we were engaged, you’d some-

times lean over and suddenly kiss me on the cheek?” Grandpa leaned slowly toward Grandma and gave her a lingering kiss on her wrinkled cheek. Growing bolder still, Grandma said, “Honey, do you remember how after we were first married, you’d kind of nibble on my ear?” Grandpa slowly got up from his rocker and headed into the house. Alarmed, Grandma said, “Honey, where are you going?” “To get my teeth!” was his reply.

Over the years, changes are sure to occur. Things that we found to be effective 17 years ago may not necessarily translate into solid answers for today’s complex environment. Thus change becomes a key ingredient. Not only is change good, but change becomes critical if we desire to take this company to the next level. May I share with you, as I did with our employees, a “game plan” - a well-defined course that I believe we must diligently pursue. But may I first recount an experience told by a former commercial airline pilot that demonstrates the importance of staying perfectly on course toward your final destination and goal. The pilot told of a tragedy that took place in 1979. A large passenger jet with 257 people on board left New Zealand for a sightseeing flight to Antarctica and back. Unknown to the pilots, however, was that someone had modified the flight coordinates by a mere 2 degrees. This error placed the aircraft 28 miles to the east of their destination. As they approached Antarctica, the pilots descended to a lower altitude to give the passengers a better look at the landscape. The incorrect coordinates had placed them directly in the path of Mount Erebus, an active volcano that rises from the frozen landscape to a height of more than 12,000 feet. The white of the snow and ice covering the volcano blended

with the white of the clouds above, making it appear as though they were flying over flat ground. By the time the instruments sounded the warning it was too late. The airplane crashed into the side of the volcano, killing everyone on board. It was a terrible tragedy brought on by a minor error, an error of only a few degrees.

Just as that error of a few degrees was disastrous for this passenger jet, even the slightest deviation from our goals as a company can divert us down the road to disaster. And now I share with you what I believe is a well-defined course of action and a solid game plan for 2008 and beyond. It is a plan from which we cannot afford to stray.

I hope that I have been able to capture some of the moments of our annual meeting. To our employees this article is nothing more than a review. But to our vendors and customers, I hope that you can feel of our deep commitment to serving you. Thank you again for your support and confidence in Med One.

1

DEVELOP New Vendors: New vendors are the key to Med One’s continued success. We will never perpetuate our opportunities without continually developing new vendor relationships. We need the flow of business these new vendors will bring, and they need our unique and creative approach. We cannot stray even a few degrees from this objective.

2

CULTIVATE Existing Vendor Relationships: We hope that our existing vendors understand how much we appreciate their business. We are committed to being responsive, innovative, and flexible when dealing with requests from our vendors. This attitude is paramount to the implementation of our game plan.

4

MAINTAIN Unparalleled Customer Service: Service, Service, Service! This is what differentiates us from our competitors. We must all do our part to make Med One “second to none” in customer service. We cannot deviate from this course.

3

INITIATE a “Direct to Hospital” Offering: We cannot rely entirely on our valued vendors to take our unique offering to the hospital world. We must take a pro-active approach to assure that our story is being told. We have recently taken the appropriate steps to implement this part of our game plan.

5

ACT With Integrity 24/7: Someone once said, “It is good to have money and the things money can buy. But it good, too, to check up once in a while and make sure that we haven’t lost the things money can’t buy.” Integrity is one of those things that money cannot buy. We pledge our efforts in conducting business with impeccable integrity. It is a critical part of our ongoing strategic direction.



by: troy tait, marketing vp

Med One Capital, RAISING the bar... again.

LETTER from the EDITOR

Recently we had a potential customer request some background information on our company. They had done some research and even contacted the Better Business Bureau to find out more about us. After hearing the customer checked us out with the BBB, I thought it worthwhile to find out what the BBB had to say about Med One. I was glad to hear we had a satisfactory rating.

During my discussion with the BBB, I learned that there have actually been several inquiries regarding our company. After a discussion with our CFO, Jeff Easton, we decided it would be to the advantage of our customers for Med One to become accredited with the BBB.

In order to be accredited by the Better Business Bureau, a business must meet certain standards, which include a commitment to make a good faith effort to resolve any consumer complaints. BBB Accredited Businesses must have and maintain a good business reputation and public image as well as pay a fee for accreditation review/monitoring and for support of BBB services to the public.

So what does all this mean? Med One Capital is committed to providing the best possible service to our customers. While being accredited with the BBB isn't the reason we take care of our customers, it does send a message that we will do whatever it takes to ensure our customers are happy with the relationship they have with Med One Capital.



We realize that customer service plays a very big role in the success or failure of a company. We'd like to hear of any experiences you've had where customer service made a difference, whether the service was exceptional or poor. This does not necessarily need to be specific to Med One Capital (though we'd love to hear any feedback you might have) but can be regarding any company you've had an experience with. Send your comments to editor@medonecapital.com.

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Rental REWARDS

by: bob johns, manager rental rewards

the **SOLUTION** FOR
acute **CARE** hospitals

Every sales person dreams of selling a product or service that has no competition and that is readily accepted by the customer. Med One Capital has such a program. Formerly, it was known as Equity Rental, and even though it will take some time to lessen the use of that name, it is now being promoted as Rental Rewards.

Recently at a meeting with representatives of a large hospital system, a department director made the following statement: "Thank you so much for introducing us to this program. We would not be able to acquire this equipment otherwise, since we have no capital budget. What's more, we can't even rent the equipment that has the options of these newer models, and we have never been able to rent brand-new equipment."

This scenario is repeated over and over today. Many of the nation's acute care hospitals are struggling to keep up with the rising costs of health care. In addition, the mandate for emergency services to be given by hospitals, regardless of the patient's ability to pay, has caused many hospitals to write off revenues that some years ago would have added to their profits or even kept them in business. Today, it has become more and more

difficult for hospitals to pay cash for needed equipment or to even have the capital budget to lease that equipment. Rental revenues have grown, and the hospital never owns the rented equipment.

For over five years, Med One has successfully provided an answer to this dilemma. The company created an innovative rental program, which has benefited many of the nation's hospitals in obtaining and eventually owning equipment that otherwise would not have been possible. Nearly 100% of that equipment was put in place through a partnership between equipment vendors and Med One. However, since March 1st of this year, besides the change in name, there has been one very significant addition to the program.

Rental Rewards is now being taken directly to acute care hospitals, rather than just through a vendor's sales force. Med One Direct is gaining momentum, and our experience is bringing to light better ways to directly approach the nation's hospitals. We have found that one of the primary advantages of Rental Rewards is that a hospital can take advantage of

the program without being in conflict with a hospital's contractual relationship with other rental companies. In simple terms, Rental Rewards doesn't compete, because there is no other program like it.

Why is that important? The answer is best spelled out in the 1993 best seller, *The 22 Immutable Laws of Marketing*, by Al Ries and Jack Trout. Two of those laws are as follows: 1) "It is better to be first in a category," and 2) "If you can't be first in a category, set up a new category that you can be first in." Med One is not the first company to provide capital to hospitals for obtaining equipment, but it is the first and only company to give a hospital sufficient Rental Rewards credit, which is enough to own equipment after a certain rental period.

I recently met with a respiratory director at a hospital, which has been renting a specific ventilator for over five years. This ventilator is an older model of the one he would prefer to use. The director is now seeking approval to use Rental Rewards, which will give him the opportunity to have two brand-new models of his preferred ventilator, and which will give him ownership in approximately 2 1/2 years. He is ecstatic over his good fortune in knowing about Rental Rewards.

Almost all of the various department heads in the 60+ hospitals I have seen since March 1 have all said that Rental Rewards is the kind of innovation that can benefit their hospital. There is growing enthusiasm for Rental Rewards, and we are confident that the use of this program will continue to grow, not only on a direct basis, but through our vendors and other partners. Rental Rewards fills a very important niche in the marketplace, which prior to Med One, was unfilled by any other company providing capital or equipment to the nation's acute care hospitals.

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"Thank you so much for
introducing us to this program."



Letters **TO**
the **EDITOR**

I received the following letters in response to my article *Technology Overload* from our last issue of Med One to One. We'd still appreciate your responses regarding any articles found in this issue or past issues or even your thoughts on these responses. Your "letter to the editor" can also include questions about something you read or insight on what topics you would like to see in future issues. To participate, simply send an email with your letter to editor@medonecapital.com. We look forward to hearing from you!

Response 1

Recently my 13-year old son was punished for failure to comply with just about everything. We took his phone, i-pod, computer, X-box, PSP, air soft guns (11 of them) one skateboard, one long board and TV privileges. It's been 2 1/2 weeks and he's a different kid. He's rediscovered conversation; he jumps on a neglected trampoline; he asked me to play Monopoly; he's even been building Lego monstrosities. Does he miss them? Oh yeah, he went through some serious withdrawal for a few days, and we're also having troubles with him not having a phone. I worry about not being able to get in contact with him when he's away from home at school. We're compensating by making better plans and he's using the school phone to call us. He's nearly to the point of earning his techno-gadgets back and I for one am not looking forward to it.

Response 2

My generation is far behind in learning the latest information unless we find it necessary to. I read on the Internet that it is estimated about 20% of the population has still never even been on a computer. I suspect most of those people are my age group or older. There are new things for me to learn but there is always someone willing to show me, and I appreciate it.

One of the marvels of the world today is technology: medically, financially, scientifically and socially. The only time I can see the downside of technology is when it breaks down!!!! And if misused, of course, it can get us into a lot of trouble.

I am very naïve as to the workings of computers, cell phones, i-pods, televisions, etc. but I do marvel at how they were invented and have constantly been upgraded to heights that are incomprehensible to me. My opinion is: we cannot survive without technology of any kind these days, as long as it's used properly.

editor@medonecapital.com

where **we** STAND

MED ONE CAPITAL	APRIL 2008	2008 YTD	APRIL 2007	2007 YTD
NEW EQUIPMENT PURCHASED	\$13,927,263	\$49,277,426	\$16,925,153	\$47,494,558
NUMBER OF NEW LEASES	62		45	
TOTAL CUSTOMERS		1,487		1,688
TOTAL EQUIPMENT LEASED		\$213,853,933		\$284,355,147
MED ONE EQUIPMENT RENTAL	APRIL 2008	2008 YTD	APRIL 2007	2007 YTD
TOTAL RENTAL REVENUE	\$705,506	\$2,789,392	\$192,854	\$759,001



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WHEN *the* GROUND **TO** shake *begins*

At a recent Med One Town Hall Meeting, we reviewed our company procedures for fire drills and other safety issues. During that discussion we also talked about developing a preparedness plan for the Company should a disaster strike while we are at work.

Statistically, you have a 28% chance of being at work when an earthquake hits, which leaves you with a 72% chance of being at home when the big one hits. Here at Med One Capital we have organized a committee that is currently researching and planning our company's preparedness plan so that in the event a disaster strikes during our work day, our employees will be safe and as comfortable as possible. But odds are, an earthquake is more likely to occur while you are at home. Here are some ideas and resources to help you prepare and know what to do during an earthquake.

Before

- > Prepare and practice with your family. If an earthquake occurred, the best thing you can do for yourself is be ready and know what to do to stay as safe as possible.
- > Keep enough water and food that doesn't require preparation for 3 days at least. During recent disasters, relief didn't come for over a week and you need to be prepared to take care of your own needs.
- > Secure and strap to the wall your water heater and any bookcases and entertainment centers.

During

- > Drop, cover, and hold on! Move only a few steps to a nearby safe place. Most injured persons in earthquakes move more than five feet during the shaking. It is very dangerous to try to leave your home or a building during an earthquake because objects can fall on you. Many fatalities occur when people run outside of buildings, only to be killed by falling debris from collapsing walls, trees, streetlights and power lines.
- > If you are in bed, hold on and stay there, and protect your head with a pillow. You are less likely to be injured staying where you are.
- > Stay away from windows. Windows can shatter with such force that you can be injured several feet away.
- > If you are in a vehicle, pull over to a clear location, stop and stay there with your seat belt fastened until the shaking has stopped. Trees, power lines, poles, street signs, and other overhead items may fall during earthquakes. Stopping will help reduce your risk, and a hard-topped vehicle will help protect you from flying or falling objects.
- > If you are in a mountainous area or near unstable slopes or cliffs, be careful of falling rocks and other debris that could be loosened by the earthquake. Landslides commonly happen after earthquakes.

After

- > Protect yourself from further danger by putting on long pants, a long-sleeved shirt, sturdy shoes, and work gloves. This will protect you from further injury by broken objects.
- > If you are in a vehicle, proceed with caution. Avoid bridges or ramps that might have been damaged by the quake.
- > If you are indoors, make sure it is safe to exit before leaving the building. If you go outside, move quickly away from the building to prevent injury from falling debris.
- > Look for and extinguish small fires. Fire is the most common hazard following earthquakes.
- > Leave the gas on at the main valve, unless you smell gas or think it's leaking. It may be weeks or months before professionals can turn gas back on using the correct procedures. Explosions have caused injury and death when homeowners have improperly turned their gas back on by themselves.
- > Listen to a portable, battery-operated radio (or television) for updated emergency information and instructions. If the electricity is out, this may be your main source of information.
- > Check for gas leaks. If you smell gas or hear a blowing or hissing noise, open a window and quickly leave the building. Turn off the gas, using the outside main valve if you can.
- > Look for electrical system damage. If you see sparks or broken or frayed wires, or if you smell burning insulation, turn off the electricity at the main fuse box or circuit breaker.
- > Check for sewage and water line damage. If you suspect sewage lines are damaged, avoid using the toilet.
- > If your electricity is off, use contents of your fridge quickly. If you have a freezer, wrap it in blankets to help insulate it, don't open it unless you have to and cook and use the contents as

soon as the fridge has been emptied. Then you can turn to the food that doesn't spoil or require refrigeration.

> Lastly, secure your pets. Disasters commonly result in lost and injured pets. Be sure to take pictures of your damaged house and contents for insurance purposes later on.

Nobody wants to believe or even think about the "gloom and doom" that a disaster presents. But facts are facts and while it's not good to worry over it, an earthquake could happen and it's important to be as prepared as possible.

If you want to check out your specific area for quake magnitude, go to: geology.utah.gov/online/pdf/pi-76.pdf

If you are outside of Utah, please visit: <http://www.usgs.gov/hazards/earthquakes>

by: nate davis, geek report



howDO I
start aBLOG

I get asked regularly, "How do I start a blog?" Let's first start off and explain where the word blog comes from. The term blog comes from "weblog", and it is really just an online journal with pictures and sometimes video. Blogs are usually out there for the whole world to read and get a small peak into our lives. It is a great way to keep family and friends up to date on various major activities. With so much spam floating around on the internet, it becomes tougher to send a mass e-mail (over 20 people) out to family with picture attachments. Most of the time these attachments get blocked, or they just don't make it to the end recipient. It is far more efficient and easier to update a blog and then send everyone a link via e-mail.

There are a few blog services out there. The big ones are www.blogger.com, www.wordpress.com, and www.typepad.com. The one I like the most is WordPress. The real reason I like it is due to the nerd factor. It is super simple to export or download the entire site if you ever want to move it. They give you all the tools to do whatever you want. It is your content, so you had

better have a simple easy way to export it. Blogger and Wordpress are free. They both can provide this free service by placing small text only ads on your blog. WordPress can also be hosted yourself (www.wordpress.org) if you already have your own website, and if you go that route, then there are no ads and you have access to any plugin or theme you want. TypePad is a paid service. You have no ads and some flexibility, but it comes at a cost starting at \$50 a year.

There are lots of choices in the blog arena. It would be good to visit each of these blog providers and look at their feature set. If you find one you like, then sign up and start blogging away. You will be glad you did.

Sales

Marketing

Customer Relations

Information Technology

Medical Device Enterprises

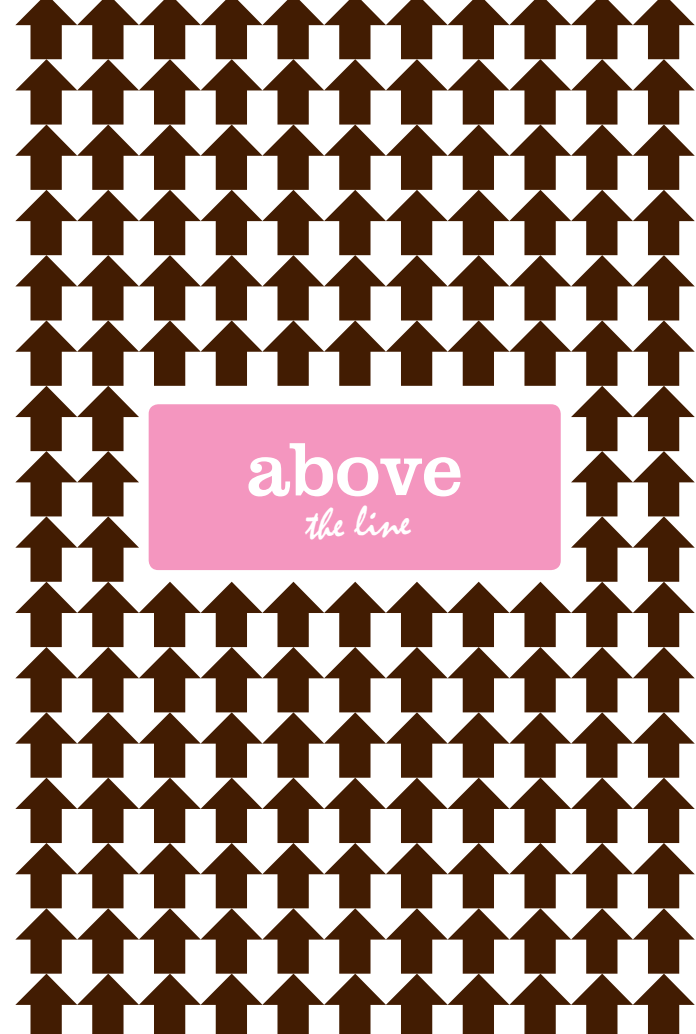
Accounting

Operations

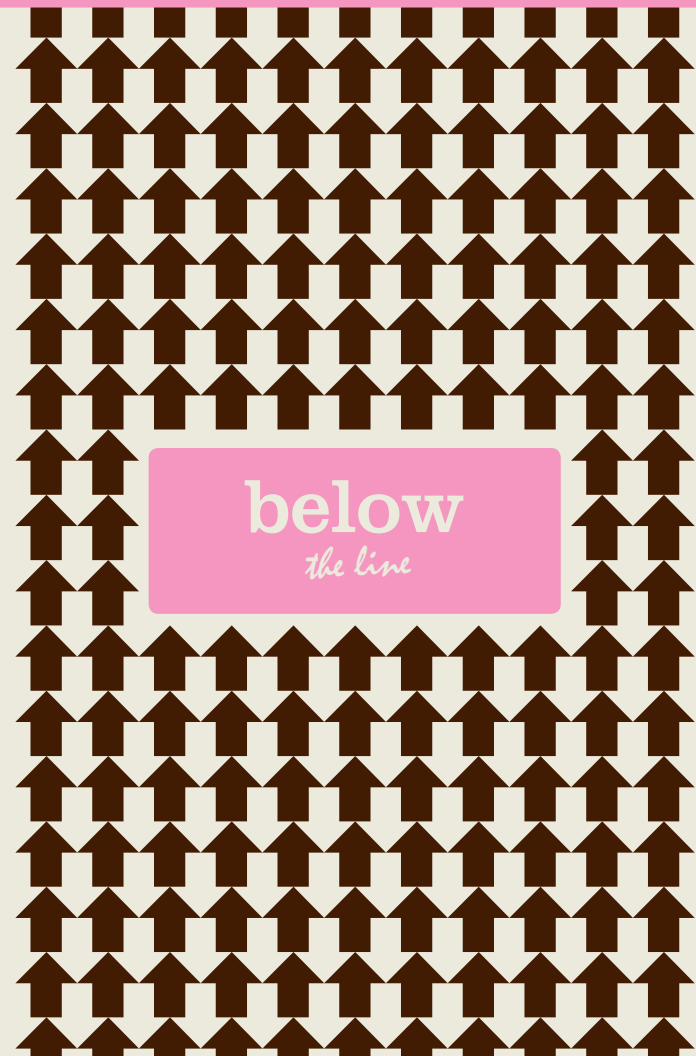
Equipment Rental

Human Resources

Equipment Services



above
the line



below
the line

The Keynote Speaker this year was a consultant with Partners In Leadership®. The main message of the day was accountability and that it is crucial that every employee, no matter his or her position, be accountable if a company is to succeed. Partners In Leadership® define accountability as “a personal choice to rise above one’s circumstances and demonstrate the ownership necessary for achieving desired results; to see it, own it, solve it, and do it.” With this restructured definition, accountability becomes a positive method to achieve results, rather than a consequence for poor performance. After understanding that accountability is a necessary part of a company, the next step is to become accountable. But how does one really achieve accountability? First you need to determine which type of individual you are. Are you one who...makes it happen, watches it happen, wonders what happened, or never knew anything happened? In order to be accountable you must be someone that makes things happen- never standing on the sidelines just watching, wondering, or being completely unaware.

road to success?” Once you realize where you were first taken off the road, you can change accordingly.

Now consider this; if all results are ultimately affected by experiences, what kind of experiences are coming from a company or department that operates Above The Line®? I think it’s safe to say that if a company or department is full of people who See It®, Own It®, Solve It®, and Do It® most experiences taking place are positive ones. And all those positive experiences are leading to positive beliefs, productive actions, and desired results are being met!

The last concept I want to mention is what changed my way of thinking the most. Your job isn’t what you do on a daily basis or your job title, your job as an employee is to obtain your company’s desired results. After presenting this idea, the Keynote Speaker asked around the room, “At Med One Capital what is your job as customer relations specialist? What is your job as a sales person? What is your job as the operations manager? What

16 STEPS TO ACCOUNTABILITY®

- SEE IT®
- OWN IT®
- SOLVE IT®
- DO IT®
- BEING PERSONALLY INVESTED
- COMMUNICATING OPENLY AND CANDIDLY
- ASKING FOR AND OFFERING FEEDBACK
- USING THE HARD THINGS TO SEE REALITY
- LEARNING FROM SUCCESS AND FAILURE
- ALIGNING MY WORK WITH DESIRED COMPANY RESULTS
- ACTING ON THE FEEDBACK THAT I RECEIVE
- CONSTANTLY ASKING: “WHAT ELSE CAN I DO”
- OVERCOMING CROSS-FUNCTIONAL BOUNDARIES
- CREATING WITH OBSTACLES
- TAKING THE NECESSARY RISKS
- DOING THE THINGS I SAY I’LL DO
- FOCUSING ON THE TOP PRIORITIES
- STAY ABOVE THE LINE® BY NOT BLAMING OTHERS
- SUSTAINMENT OF TRUST

annual MEETING '08 in REVIEW

by: jill shaver, customer relations

Every year Med One Capital organizes an off site Annual Meeting. This is an all day event that includes presentations from each department and a Keynote Speaker. All Med One employees are invited to attend, whether on site or, for the first time this year, via webcam. In a nutshell, Med One’s Annual Meeting ‘08 was instructive and entertaining, offering insight into the responsibilities and goals of all departments operating within Med One Capital. After the Annual Meeting one can only be excited for what the future holds for Med One and the amazing employees who are ready for the ride. Thank you to everyone who participated in making this year’s Annual Meeting a great success.

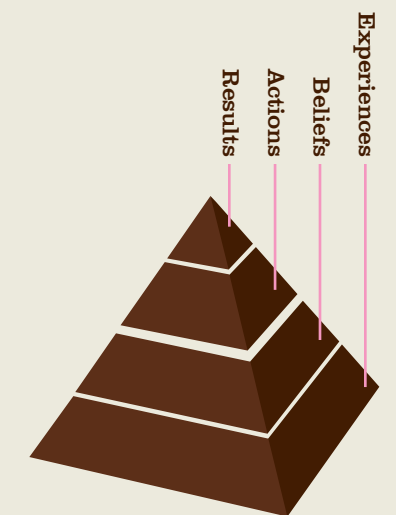
Another aspect of accountability, according to Partners In Leadership®, is to perform Above The Line®. When you are Above The Line®, you are not only making things happen, but you are also performing, or attempting to perform, the 16 Steps To Accountability®.

Another concept introduced was the Results Pyramid®. This pyramid consists of four factors: experiences, beliefs, actions, and results and illustrates the point that all results are ultimately affected by your experiences. Your experiences lead you to develop beliefs or opinions. Once your belief is established, your actions are inevitably affected and with your actions come results. So what does this pyramid have to do with accountability? Part of being accountable is taking the opportunity to evaluate yourself and take ownership of your actions, whether the desired results were met or not. The Results Pyramid® helps map out where results come from and what it is that you need to change in order to obtain different results. By understanding the Results Pyramid® you can now ask yourself, “Where did my experiences/beliefs/actions take me off the

is your job as an accountant?” It was finally our company President, Larry Stevens, who answered the question correctly, “My job is to get 108 in ‘08 New Business, 6 Million New Vendors, and 60 Million Revenue.” Every single employee’s job is to meet the company’s desired end results. Each may have different tasks they are responsible for in order to achieve the results, but our job is identical. For the Med One Team, whether we’re in the marketing, accounting, operations, or sales department, our job is to get 108 in ‘08 New Business, 6 Million New Vendors, and 60 Million Revenue. With everyone on our Med One Team now sharing the same company goals it has created an ultimate team effort.

As we become more accountable, stay Above The Line®, and focus on our desired end results along with our individual goals, we should be able to look back at 2008 with the satisfaction of success. This year’s Annual Meeting ‘08 was my first and I have to say that I am very excited to be a player on the Med One Team!!

the results pyramid



goals

- 108 million in ‘08 (total sales)
- 6 million from new vendors
- 60 million revenue

Brad Johnson, Med One Capital's VP of Med One Equipment Rental, was born in Cedar City, Utah and was raised here in Utah in West Jordan along with his two younger sisters and two younger brothers. Brad graduated from the University of Phoenix with a Bachelors degree in business with an emphasis in accounting. While still in school, he married his wife, Shannon. They now have three children (two daughters and one son) of whom Brad says their life revolves around. Both his daughters, Taylor and Meagan, love to dance. Brad insists this talent comes from their mother "because their dad DOES NOT dance." Their son, Tanner, enjoys all sports and is a very good athlete.

When it comes to interests and hobbies, most of what Brad loves to do are things that the entire family enjoys doing together. "We love to hunt, fish and camp. I have a German Shorthair (Riggs) that we love to take pheasant hunting. I have hunted with my dad and grandfather ever since I can remember. The past couple years we have gone to South Dakota and it has been unbelievable. We also spend a week together bow hunting in the beautiful mountains. My wife and kids love to fish so if I don't get a deer that's okay, we just have fun doing things together. We love visiting Florida where my wife is from so we

are fans of Disneyworld and the beach." Brad also loves playing sports and has been known to be competitive once or twice. He still plays basketball early in the morning three times a week and will play golf anytime. His clubs are always with him, readily available.

Something most people wouldn't know about Brad is that he played competitive softball for a number of years. While playing in a tournament in St. George, Utah he had a ground ball take a bad hop and crush his forehead. "I was very lucky and blessed that everything turned out okay. One doctor said I should be in Las Vegas in brain surgery fighting for my life." Brad had only one major surgery to repair his crushed forehead. And though it slowed him down for a couple weeks, Brad was back playing within six weeks but was now playing with a helmet he designed. It was after his accident that he had the opportunity to play in the Nationals in New York and South Carolina.

"Maybe that is why I love working in this field," Brad says, "because I have been the recipient of great technology and incredible doctors and nurses." Brad has worked for Med One for almost 14 years and, as VP of Med One Equipment Rental, he oversees the rental of all the equipment we own that is dispersed

employee spotlight BRAD JOHNSON



throughout the country in hospitals and with Freedom Medical and Bemis who we have partnered with to rent our equipment. He says that the best thing about his job is "the interaction I have with so many great people who are trying to help others. The owners and my co-workers at Med One are the best! It truly is fun to come to work here. I look forward to many more great years at Med One and know that as we focus on our customers and give them the best service possible we will be successful."



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PLAY ball and let the GAMES BEGIN

On Tuesday, May 13, Med One Capital was a proud sponsor of Prevention Dimension Day with the Salt Lake Bees. This event provided over 9,000 baseball tickets and lunch to 5th and 6th graders from elementary schools throughout Utah. Some students traveled by school bus over three and a half hours to attend the event.

Later in the month on May 22, Med One participated in the Special Olympics Torch Run. This has to be one of the best events we do all year. Our job is to provide a support vehicle so the athletes can rest and still be in the run. Often, they will run for a few blocks, jump in to ride and rest, then be back out to run again. This year we even had a few employees put on the running shoes and run for a few miles.

Just two examples of how Med One Capital is having a positive influence in our community.

GIVING BACK



med one to one would like to thank those who help produce this publication and also those who take time to read it.



med one to one says thanks



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