



By Informa Markets

Together for a healthier world

# Pre-show planner

June 26-28, 2019

Miami Beach Convention Center,  
Miami Beach, Florida, USA



Download the **FIME show mobile app** to make the most of your participation and maximize your networking experience!



[fimeshow.com/mobileapp](http://fimeshow.com/mobileapp)



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# Thank you to all our partners for their continued support

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## Official exhibitor directory



## Media partners



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## Organized by



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## Welcome to FIME 2019

It is my pleasure to welcome **all dignitaries, sponsors, exhibitors, visitors and speakers** to the Miami Beach Convention Center for the 29<sup>th</sup> edition of the Florida International Medical Expo (FIME).

We are excited to be back in the vibrant and culturally diverse Miami Beach to bring medical professionals, manufacturers, dealers, distributors and key opinion leaders in the healthcare industry together from June 26-28.

Moving back to Miami Beach after a two-year hiatus, is an exciting move for the show. As the “gateway to the Americas”, Miami continues to serve the world’s healthcare business community due to its strategic geographic location and its fast airway connections to Latin America. Miami also offers a rich social makeup with more than 70% of its inhabitants from multicultural backgrounds. Our exhibitors and visitors love Miami for its lively atmosphere, beautiful beaches, nightlife and dining entertainment, and world class shipping options.

The Miami Beach Convention Center (MBCC) was recently renovated, part of a \$650-million state-of-the-art-project. The improvements include the addition of 263,000 square feet of space, which will greatly benefit our strategic partners, exhibitors and visitors, in addition to upgrades to the latest technological advancements.

Informa Markets, the organizer of FIME, has grown even more so in the last year, with the acquisition of UBM, further strengthening its global reach and influence in the healthcare industry. Shows such as Hospitalar in Brazil, and ExpoMed in Mexico, have joined Informa Market’s portfolio of renowned exhibitions.

FIME strives to excel at facilitating partnerships between key organizations and invites influential trade decision makers from across North, South, Central America and the Caribbean, who offer valuable insights related to the region’s healthcare and medical laboratory market.

The 2019 edition will feature some new additions that we are excited to share with the visitors and exhibitors, including:

- **Innovation and Technology hub:** Access the latest smart technologies, digital wearable devices, patient monitoring apps, healthcare concierge services and telemedicine systems in a dedicated space in the exhibit hall.
- **New conference and seminar topics: Participate in these free educational events:**
  - Sterilization & Decontamination (CSSD) Conference: IAHCSSM Regional Meeting
  - Healthcare Supply Chain & Procurement Conference
  - The Healthcare Innovation Seminar
  - Medical Devices International Trade Seminar

On behalf of the FIME team and myself, we wish you all the best that the healthcare world has to offer you at FIME 2019.

**Gil Alejo**  
Exhibition Manager

[fimeshow.com](http://fimeshow.com)

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New in 2019

# Innovation and Technology Hub -

bringing latest medical and healthcare innovation to you

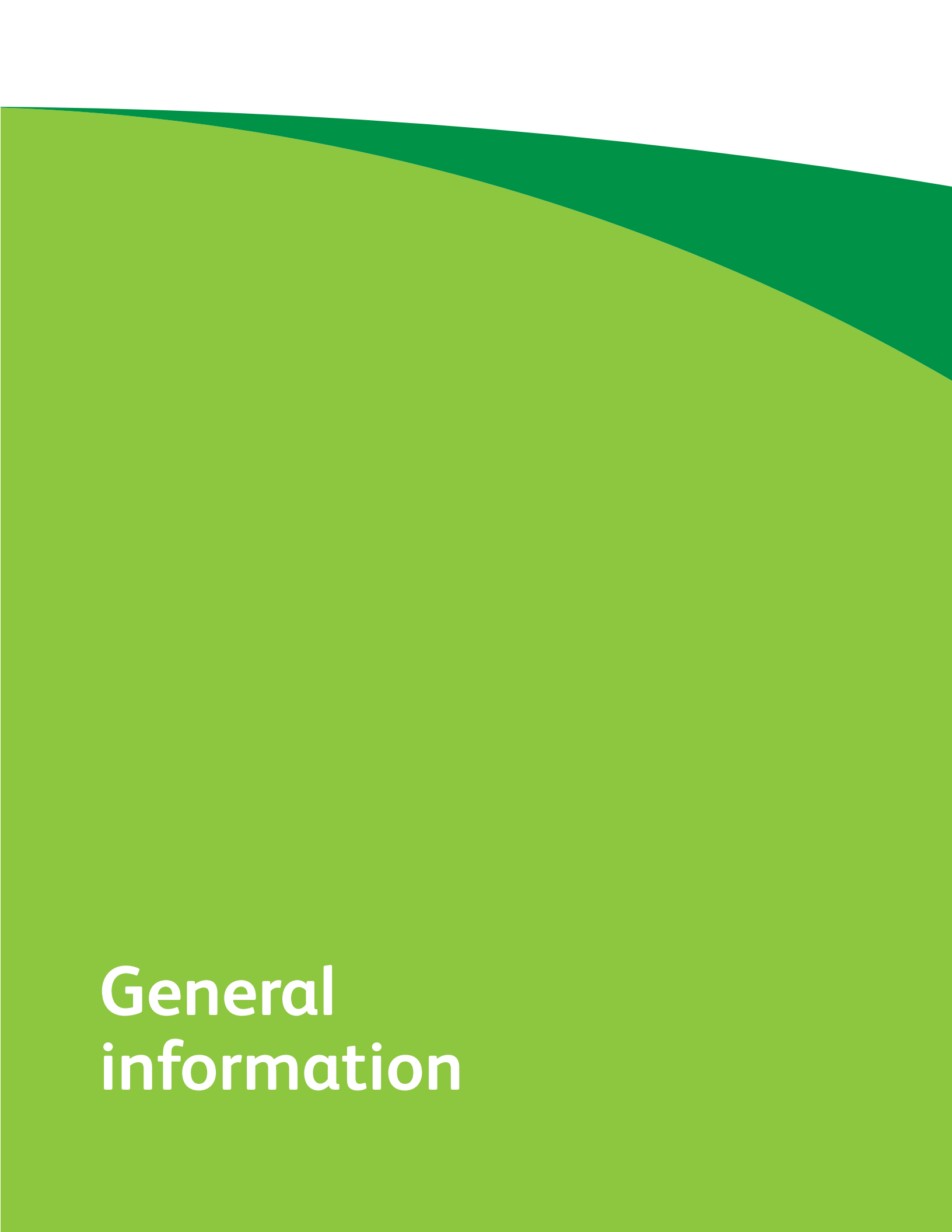
Product areas:

Artificial Intelligence	Health Monitors
Healthcare Start-ups	Smart Devices



Exhibiting companies / location:

 W51	 W53	 W55	 W57	 W59	 W61	 W61A	 W63
 X50	 X52	 X54	 X56	 X58	 X60	 X60A	 X62



# General information

# General information

## Admission/Registration

Admission to the exhibition is for trade visitors and health care professionals only.

### Show hours:

Wednesday, June 26: 10am - 5pm

Thursday, June 27: 10am - 5pm

Friday, June 28: 10am - 4pm

## Parking/Taxis

Parking is located on 17th Street

Uber and Lyft pick up and drop off is located on the west side of Convention Center Drive

Valet - west side of Convention Center Drive

## Organizer's office

Organizer's office is located at room 102 in the SouthWest lobby. Office number is (786) 276-4600

## First aid

First Aid is available in the west lobby - room 106

## Restrooms

There are a number of restrooms conveniently located throughout the Miami Beach Convention Center in and out of the halls.

## Business center

MBCC has a room for photocopy, faxing and shipping services. Located in the SouthWest lobby. Hours are 9-4 daily.

## Accommodations

onPeak and FIME International Housing are the official housing partner for FIME. For more information and preferential rates for the show in 2020, visit the OnPeak desk or view availability at

[www.fimeshow.com/travel](http://www.fimeshow.com/travel).

## Cafes/Coffee

A number of cafes and coffee spots are conveniently located on the show floor and within the registration lobby.

There is a Food Court located at the rear of halls.

- Local 305
- Vedge
- TKO Sushi
- Arroz con Pollo
- Mediterranean
- Bottege
- Seafood Shack
- Taste of the East
- Halfmoon Café
- Salty Donut

## Show policies and restrictions

- Show management reserves the right to refuse admission
- No one under the age of 18 is permitted to enter the exhibition
- No smoking
- Show management reserves the right to remove any attendee from the event/FIME due to inappropriate conduct
- Unauthorized and non-exhibiting companies are prohibited
- No material printed or otherwise may be distributed in any part of the show without the permission of show management
- No photography or filming is permitted anywhere in the show halls without written permission of show management

## Disclaimer

Details published in this catalog are based on information available at the time of printing.

Exhibition listings are as of May 20, 2019

Exhibitor floor plan is as of June 6, 2019

Conference programs are as of June 18, 2019

This information may be subject to change and Informa Markets cannot accept responsibility for inaccurate information.

# Información general

## Admisión/Inscripción

La admisión a la exposición es solo para visitantes de comercio y profesionales de la salud.

### Horas para la feria:

miércoles 26 de junio: 10:00 a 17:00

jueves, 27 de junio: 10:00 a 17:00

viernes 28 de junio: 10:00 a 16:00

## Estacionamiento/Taxis

El estacionamiento está situado en la calle 17.

El servicio de recogida y devolución de Uber and Lyft se encuentra en el lado oeste del Convention Center Drive.

Valet - del lado oeste del Centro de Convenciones

## Oficina del organizador

La oficina del organizador está ubicada en la sala 102 en el vestíbulo sur oeste

El número de la oficina es (786) 276-4600

## Primeros auxilios

Los primeros auxilios están disponibles en el vestíbulo oeste - sala 106

## Baños

Hay una serie de baños convenientemente ubicados en todo el centro de convenciones de Miami Beach dentro y fuera de los pasillos.

## Centro de negocios

MBCC tiene una sala para fotocopias, fax y servicios de envío. Ubicado en el lobby sur oeste.

Las horas son 9:00 a 16:00 diariamente

## Alojamiento

onPeak y FIME International Housing son los socios oficial de vivienda de FIME. Para obtener más información y tarifas preferenciales para el show en 2020, visite el mostrador de OnPeak o vea la disponibilidad en [www.fimeshow.com/travel](http://www.fimeshow.com/travel).

## Cafes/Cafe

Un número de cafes están convenientemente ubicados en el piso de exhibición y dentro del vestíbulo de registro. Hay un patio de comidas ubicado en la parte trasera de los pasillos.

- Local 305
- Vedge
- TKO Sushi
- Arroz con Pollo
- Mediterranean
- Bottege
- Seafood Shack
- Taste of the East
- Halfmoon Café
- Salty Donut

## Restricciones

- Los organizadores de la feria reservan el derecho de rechazar su admisión
- No se permite la entrada a la feria a menores de 18 años.
- Fumar no es permitido
- La gerencia del show se reserva el derecho de retirar a cualquier participante del evento / FIME debido a una conducta inapropiada
- Las empresas no autorizadas y no expositoras están prohibidas.
- Ningún material impreso o de otro modo puede ser distribuido en cualquier parte del espectáculo sin el permiso de la gerencia
- No se permite la fotografía ni la filmación en ningún lugar de los salones sin la autorización por escrito de la gerencia del show.

## Descargo de responsabilidad

Los detalles publicados en este catálogo se basan en la información disponible en el momento de la impresión.

Los listados de exhibición son a partir del 20 de mayo de 2019

Los planos de exposición son a partir del 6 de junio 2019

Los programas de conferencias son a partir del 18 de junio 2019

Esta información puede estar sujeta a cambios e Informa Markets no puede aceptar responsabilidad por información incorrecta.



# FIME

By Informa Markets

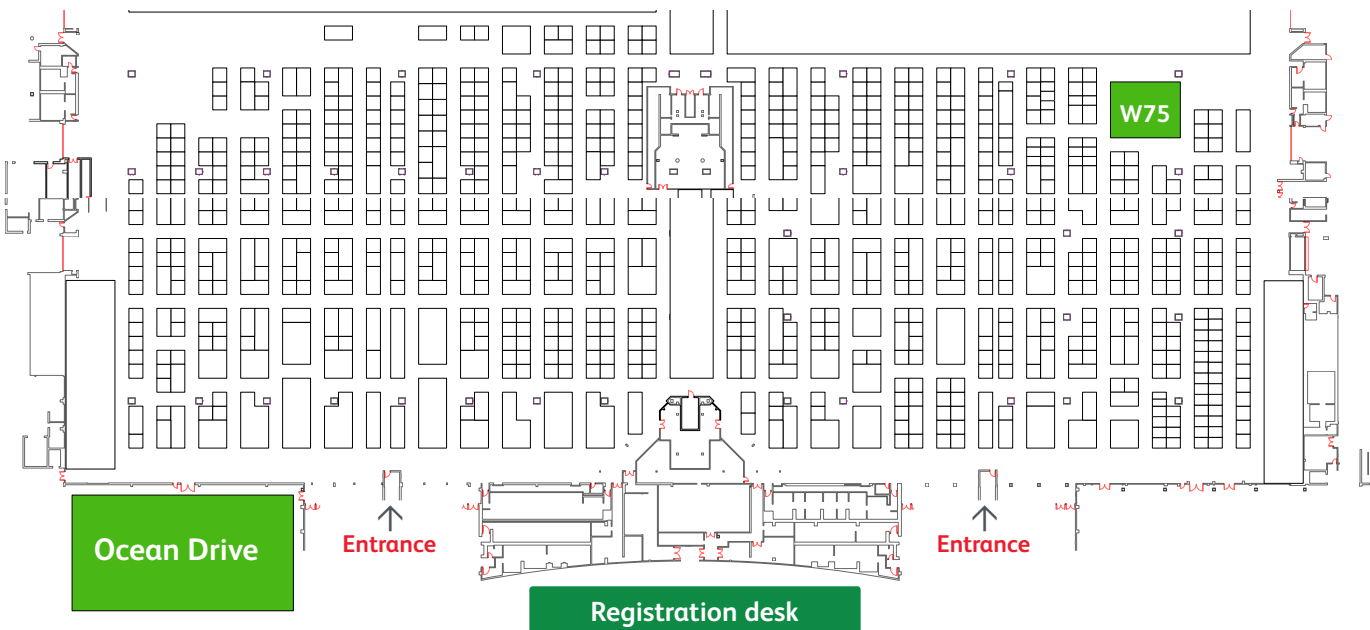


**Do not miss!**

## 4 Educational tracks

Hear, learn & discover the latest in healthcare

-  **Sterilization & Decontamination (CSSD) Conference**  
June 26-28, 2019  
Location: Ocean Drive Room B
-  **Healthcare Innovation Seminar**  
June 26-28, 2019  
Location: Booth W75
-  **Medical Devices International Trade Seminar**  
June 26-28, 2019  
Location: Ocean Drive Room C
-  **Healthcare Supply Chain and Procurement Conference**  
June 26-27, 2019  
Location: Ocean Drive Room D







# Conferences and seminars

# Day 1

June 26, 2019

Location:  
Ocean Drive B

# Sterilization & Decontamination Conference

The IAHCSSM Regional Meeting

In partnership with:



## Day 1 - Wednesday, June 26, 2019

- |   |  |  |
|---|--|--|
| <p><b>10:15</b>    <b>Opening remarks</b><br/>Brian M Reynolds, Assistant Chief of Sterile Processing Service (118), West Palm Beach US Department of Veterans Affairs, West Palm Beach, Florida, USA</p> | <p><b>10:30</b>    <b>How can SPD/CS departments navigate challenges and rise above failure</b><br/>Damien Berg, Immediate Past President, IAHCSSM; Manager, Sterile Processing, St. Anthony Hospital and Ortho Colorado Hospital, Lakewood, Colorado, USA</p> | <p><b>14:30</b>    <b>Care and handling of flexible and rigid scopes</b><br/>Nicole Williams, Microbiologist; Sterile Processing Consultant; Principal Consultant, Business Development and Device Validation, Matrix Medical Devices, Pompano Beach, Florida, USA</p> |
| <p><b>11:30</b>    <b>Sterilization and storage points</b><br/>Arlene Bush, Supervisor/Educator Central Service, AdventHealth, Orlando, Florida, USA</p>  | <p><b>15:30</b>    <b>Q&amp;A</b></p>  | <p><b>16:00</b>    <b>End of conference day one</b></p>  |
| <p><b>12:30</b>    <b>Visit exhibition</b></p>  |  |  |
| <p><b>13:30</b>    <b>A quick welcome to the sterile processing department</b><br/>Arthur Henderson, Senior Clinical Education Specialist, South Eastern Zone, STERIS Corporation, Mentor, Ohio, USA</p>  |  |  |

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# Day 2-3

June 27-28, 2019

Location:  
Ocean Drive B

# Sterilization & Decontamination Conference

The IAHCSSM Regional Meeting

In partnership with:



## Day 2 - Thursday, June 27, 2019

10:15 **Opening remarks**

10:30 **Decontamination of surgical instruments (The proper way to get the job done)**  
Fred Alston, Director of Clinical Sales and Services, Eastern Region, Healthmark Industries, Fraser, Michigan, USA

11:30 **Opening a new SPD? Here is what not to do**  
Andrea Harris, Central Service Supervisor/Educator, AdventHealth, Apopka, Florida, USA

12:30 **Visit exhibition**

13:30 **What would you do? Identify process gaps and other obstacles to the process**  
Janelle Ross, Regional Clinical Operations Director, STERIS Instrument Management Services Birmingham, Alabama, USA

14:30 **Donning and dolphing of PPE proper attire**  
Chris Pacholski, South-East Regional Manager, Healthmark Industries Co. Fraser, Michigan, USA

15:30 **Q&A**

16:00 **End of conference day two**

## Day 3 - Friday, 28 June 2019

10:15 **Opening remarks**

10:30 **Not just pots and pans: It's a process**  
Janelle Ross, Regional Clinical Operations Director, STERIS Instrument Management Services  
Birmingham, Alabama, USA

11:30 **Collaboration improves practice: Collaboration examples for positive change**  
Loraine Durigan, Sterile Processing Manager, AdventHealth, Altamonte Springs, Florida, USA

12:30 **Visit exhibition**

13:30 **Understanding water quality and what to look for**  
Jeff Holland, Director, Health Sciences, Evoqua Water Technologies LLC, Wilmington, North Carolina, USA

14:30 **Cleaning challenges related to biofilms**  
Arthur Henderson, Senior Clinical Education Specialist, South Eastern Zone STERIS Corporation, Ohio, USA

15:30 **Q&A**

16:00 **End of conference day three**

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# Day 1

June 26, 2019

Location:  
Ocean Drive D

# Healthcare Supply Chain and Procurement Conference

Theme: How can healthcare supply chain improve?

## Day 1 - Wednesday, June 26, 2019 (In English)

11:30 **Opening remarks**  
Steven D Papas, Global Health Synergy, Jacksonville, Florida, USA

### Session 1: New Frontiers in Supply Chain Management

12:00 **Digital disruption's impact in the healthcare supply chain**  
Professor Bryan Bennett, Executive Director, Healthcare Center of Excellence, San Diego, USA

12:30 **Securing and understanding export financing**  
Elena Méndez, Regional Director Eastern Region, Small Business Group, Export-Import Bank of the United States, Miami, Florida, USA

13:00 **Value imperative in healthcare**  
Steven D Papas, Global Health Synergy, Jacksonville, Florida, USA

13:30 **Anti-corruption practices compliance for private entities**  
Maria Luisa Gutiérrez Ibarra, Director, MEDISI, Mexico City, Mexico

### Session 2: Dealers & Distributors Forum

14:00 **Panel discussion: Improving the medical supply industry**

Moderator: Steven D Papas, Global Health Synergy, Jacksonville, Florida, USA

Panelists:

- Jim Spitzer, Director, Marketing, Dale Medical Products Inc, Franklin, Massachusetts, USA
- Carlo Koren, Corporate Vice President, Stratum International, LLC, Colorado, USA
- Lou Ramondetta, President, Surplus Service, Fremont, California, USA

15:00 **End of conference day one**

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# Day 2

June 27, 2019

Location:  
Ocean Drive D

# Healthcare Supply Chain and Procurement Conference

**Theme: How can healthcare supply chain improve?**

In partnership with:



Supported by:



## Day 2 - Thursday, June 27, 2019 (In Spanish)

### 10:30 Opening remarks

Mónica Mabel Guaita, CEO and Founding Partner, MMGC SRL (Latam Regulatory Affairs Consulting), Buenos Aires, Argentina

Magdalena Ferrari del Sel, Regulatory Affairs International Senior Consultant, MMGC SRL, Buenos Aires, Argentina

### Session 1: Latin America Supply Chain and Procurement

#### 10:45 How to successfully penetrate the medical device market in Latin America

Marisol Sánchez González, Executive Director, Latin American Medical Device Alliance (ALDIMED), Bogota, Colombia

#### market, marketing channels and keys to mitigate risks when importing

Gaston Zambelli, CADIEM Executive Committee member

Martin Navia, CADIEM Executive Committee member

#### 13:15 Peru: Growth prospects of medical devices market: Opportunities and challenges

Dr Omar Neyra, President, Products of Health Guild, Chamber of Commerce Lima (COMSALUD), Lima, Peru

#### 13:45 Final Remarks

Marisol Sánchez González, Executive Director, Latin American Medical Device Alliance (ALDIMED), Bogota, Colombia

#### 14:00 Q&A

#### 14:30 End of Conference day two

### Session 2: Creating a Regional Strategy for Medical Devices Distribution in Latin America

Moderators: Mónica Mabel Guaita  
Magdalena Ferrari del Sel

#### 11:45 Brazil: Healthcare structure, industrial policies and steps to enter the Brazilian medical devices market

Angélica Garuti Marques, Manager, Brazilian High Technology HealthCare Industry Association (ABIMED), Sao Paulo, Brazil

#### 12:15 Mexico: Insights/current trends in supply chain and challenges of medical devices market in Mexico

Jorge Daniel Alarcon, Managing Director, Mexican Medical Industry National Chamber (CANIFARMA). Mexico City, Mexico

#### 12:45 Argentina: Highlights of local medical devices

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# Day 1

June 26, 2019

Location: Innovation  
Hub - W75

# Healthcare Innovation Seminar

Theme: Utilizing the best of technology to improve patient care

Day 1 - Wednesday, June 26, 2019

## Session 1: Future of Care and Treatment

- 11:00** **The health information exchange: New asset classes verified by blockchain**  
Mike McCoy, Blockchain Implementation Manager, Accenture; Adjunct Professor, Thomas Jefferson University, Philadelphia, Pennsylvania, USA
- 12:00** **AI is changing how we deliver care**  
Dr Simon Kos, Chief Medical Officer, Microsoft, Redmond, Washington, USA
- 13:00** **Exchanging clinical data: Clinical Data Interoperability 101**  
Galen Mulrooney, Exec. Vice President, J P Systems, Inc., Clifton, Virginia, USA  
Jackie Mulrooney, President, J P Systems, Inc., Clifton, Virginia, USA

- 14:00** **Digital Continuous Care - transformative solution for chronic disease**  
Dr Leon Eisen, Founder and CEO, Oxitone Medical, Kfar Saba, Israel
- 14:30** **Revolutionizing women's health with wearable technology**  
Paul Swinckels, Director Business Development EMEA, LifeSense Group B.V., Eindhoven, The Netherlands
- 15:00** **Non-invasive technologies**  
Dr V G Eswar, Sr.Vice President- Global Sales & Training, Aijex Pharma International Inc. USA, Murrieta, CA, USA
- 15:30** **New frontiers in vascular care delivery**  
Dr Ali Aboufares, Founder and CEO, Angiosolutions, New York City, New York, USA
- 16:00** **End of seminar day one**

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# Day 2-3

June 27-28, 2019

Location: Innovation  
Hub - W75

# Healthcare Innovation Seminar

Theme: Utilizing the best of technology to improve patient care

## Day 2 - Thursday, June 27, 2019

### Session 2: Advanced Technologies for Disease Prevention and Management

- 11:00** **Treating prostate cancer with HIFU (High Intensity Focused Ultrasound)**  
Dr George M. Suarez, Founder and Medical Director, International HIFU Centers, Miami, Florida, USA
- 12:00** **Global medical distribution and MFG ERP technology**  
Ralph Ceccarelli, SVP Sales and Marketing, Southeast Computer Solutions, Miami, Florida, USA
- 12:30** **Point-Of-Care-Ultrasound (POCUS): The Game changer in healthcare delivery**  
David LeVine, Founder, CEO, Recognized Visionary In Technology & Dr Carl Gold, Chief Medical Officer, Health Best International, Miami, Florida, USA
- 13:00** **Wearable telemetry IoT system**  
Chih Cheng Lu, Chief Technology Officer, BioSenseTek Corp., Madison, New Jersey, USA
- 14:00** **RP360, enterprise software, a unified solution**  
Melissa Llabres, Applications Engineer, Visual Medica, Weston, Florida, USA
- 15:00** **What's wrong with our healthcare system?**  
Dr Gez Agolli and Dr Cheryl Burdette, Dunwoody Labs, Dunwoody, Georgia, USA
- 16:00** **End of seminar day two**

## Day 3 - Friday, June 28, 2019

### Session 3: Advanced Technologies for Healthcare Administration

- 11:00** **Blockchain and medical devices: compliance and transparency**  
Edward Bukstel, CEO, Clinical Blockchain, Philadelphia, Pennsylvania, USA
- 12:00** **Digital health innovation**  
Mazin Gadir, Strategy & Organizational Transformation Advisor, Digital Health and Innovation Consultant, Jacksonville, Florida, USA
- 13:00** **Healthcare IoT and the digital transformation**  
Dr Ashraf Affan, President & Founder, Angel Kids Pediatrics, Jacksonville, Florida, USA
- 14:00** **Healthcare innovation strategy and development programs**  
Neil Gomes, Chief Digital Officer and Senior Vice President for Technology Innovation and Consumer Experience, Thomas Jefferson University and Jefferson Health, Advisory Board Member, IBM Watson IoT, Philadelphia, Pennsylvania, USA
- 15:00** **End of seminar**

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# Day 1

June 26, 2019

Location:  
Ocean Drive C

# Medical Devices International Trade Seminar

Theme: Trends, emerging markets and new business  
for medical device companies

In partnership with:



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## Day 1 - Wednesday, June 26, 2019

10:00 Opening remarks by HIP

### Session 1: International Trade

- 10:30 **Trading with Colombia**  
PROCOLOMBIA, Miami, Florida, USA
- 11:00 **Trading with Mexico**  
Sergio Escobar, Former Ambassador & Trade Director for Colombia, Mexico
- 11:30 **Economic outlook for the Americas**  
Eduardo Torres, Director, US Department of Commerce, Fort Lauderdale, Florida, USA
- 12:00 **How to do business in LATAM and the USA (in Turkish)**  
Ercan Taslicukur, Business Development Europe, Middle East & Asia, HealthCare International Partners, Istanbul, Turkey
- 12:30 Q&A
- 12:45 Visit Exhibition

### Session 2: International Trade

- 13:00 **The new North American trade agreement, and how it will change business (or not)**  
Eduardo Torres, Director, US Department of Commerce, Fort Lauderdale, Florida, USA
- 13:30 **How to establish your company in the USA**  
Carla Gutierrez, Partner, GMPA CPA, Miramar, Florida, USA
- 14:00 **Why LATAM? Why USA?**  
Eduardo Torres, Director, US Department of Commerce, Fort Lauderdale, Florida, USA
- 14:30 **Americas Leadership Roundtable**

### Session 3: Disruptors in Healthcare

- Moderator: Mindy Figueroa, President, Latin2Latin Marketing & Communications, Fort Lauderdale, Florida, USA
- 15:00 **Round Table - US Medical Tourism Current & Future state**  
Dr Lourdes Benes-Cases, Partner, Neurology One, Orlando, Florida, USA  
Mario Anglada, CEO, HOY Health, Morristown New Jersey, USA
- 15:30 **The future of medicine: Know your health picture in 60 seconds**  
Thelma Cela, Vice President of Clinical Operations, OrthoNow, Doral, Florida, USA
- 16:00 Q&A
- 16:15 **Transformación del escaneo del cáncer cervical con tecnología de inteligencia aumentada confirmada mediante biopsia**  
Jose Morales, Market Development Officer, MobilODT, New York, New York, USA
- 16:20 Q&A
- 16:45 End of seminar day one

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# Day 2

June 27, 2019

Location:  
Ocean Drive C

# Medical Devices International Trade Seminar

Theme: Trends, emerging markets and new business  
for medical device companies

In partnership with:



General Information

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## Day 2 - Thursday, June 27, 2019

09:50 Opening remarks by HIP

### Session 1: Business Growth

Moderator: Anna Sobkiv, Vice President, PNC HealthCare Business Banking, Fort Lauderdale, Florida, USA

- 10:10 **Legal framework in Latin America & the USA: Trademarks, IP**  
Alexandra Correa Vázquez & Juan Camilo Amaya, Attorneys at Law, Cuenca, Ecuador, and Colombia
- 10:30 **International Sales: Unlocking hidden value via dual currency invoicing and foreign exchange**  
Tom Loffredio, Managing Director, Foreign Exchange, PNC Bank, Fort Lauderdale, Florida, USA
- 11:00 **Fraud protection and healthcare treasury management solutions – Revenue cycle management**  
Brody Wentzel, Commercial Treasury Officer, PNC Bank, Fort Lauderdale, Florida, USA
- 11:30 **Latest trends in healthcare access – disrupt or be disrupted**  
Mindy Figueroa, President, Latin2Latin Marketing & Communications, Fort Lauderdale, Florida, USA  
Mario Anglada, CEO, HOY Health, Morristown New Jersey, USA  
Daly Marrero- Nolla, Co-Founder, KA Organic
- 12:00 **Q&A**
- 12:15 **Visit Exhibition**

### Session 2: Business Growth

- 12:30 **Culture, leadership and performance: The ultimate guide for business success**  
Razvan Tudose, Managing Partner, The OD Consulting Group, Miami, Florida
- 13:00 **Increasing profitability and sustainable results through a long-lasting talent strategy**  
Razvan Tudose, Managing Partner, The OD Consulting Group, Miami, Florida
- 14:00 **Q&A**

### Session 3: Disruptors in Healthcare

- 14:15 **Preventing injury & increase efficiency with state-of-the-art robotic drills for orthopedic surgery**  
Dr Alejandro Badia, Hand & Upper Limb Surgeon, Badia Hand to Shoulder Center, Miami, Florida, USA
- 14:45 **How augmented reality is transforming the future of healthcare in Ultrasound Imaging**  
Dr Alejandro Badia, Hand & Upper Limb Surgeon, Badia Hand to Shoulder Center, Miami, Florida, USA
- 15:15 **Revolutionary MIS technology eliminates chronic tendon pain without the need for conventional surgery**  
Dr Alejandro Badia, Hand & Upper Limb Surgeon, Badia Hand to Shoulder Center, Miami, Florida, USA
- 15:45 **Proven disruptive healthcare delivery models by leveraging consumerism**  
Nick Mendez, CEO, OrthoNOW, Doral, Florida, USA
- 16:15 **Q&A**
- 16:30 **End of seminar day two**

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# Day 3

June 28, 2019

Location:  
Ocean Drive C

# Medical Devices International Trade Seminar

Theme: Trends, emerging markets and new business  
for medical device companies

In partnership with:



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## Day 3 - Friday, June 28, 2019

10:00 Opening remarks by HIP

### Session 1: Regulatory & Compliance

- 10:10 **How the regulatory process works with COFEPRIS + 3ero autorizado**  
Maggie Perez, CEO, HealthCare International Partners, Miramar, Florida, USA
- 10:40 **Educating in Mexico registrations**  
Jorge Daniel Alarcon, Medical Devices Manager, CANIFARMA, Mexico City, Mexico
- 11:10 **All you need to know about regulatory process with ANMAT & other regulatory agencies in Argentina**  
Fabián Cámara, Partner, Medical CFC Devices, Buenos Aires, Argentina
- 11:40 **All you need to know about regulatory process in Colombia regulatory agencies**  
Juan Camilo Amaya & Nicolás Carvajal Reyes, Attorney at Law, Pons IP, Colombia
- 12:10 **All you need to know about the regulatory process in Peru and Ecuador regulatory agencies**  
Marcelo Rafael Chico Jaramillo, Attorney at Law, Sur Legal, Cuenca, Ecuador
- 12:40 **Discussion on FDA requirements – the latest from the US Regulatory Agency**  
Eduardo Torres, Director, US Department of Commerce, Fort Lauderdale, Florida, USA
- 13:10 **Visit Exhibition**

### Session 2: Disruptors in healthcare

- 13:30 **A significant challenge: Creating affordable technology in neurosurgery for developing countries**  
Dr Jose Antonio Name, Medical Director CEO, Systemed, Barranquilla, Colombia
- 14:00 **Q&A**
- 14:15 **Disruptive innovation in healthcare delivery: A framework for business-model innovation**  
Justin Irizarry, CFO & Co-Founder, OrthoNOW, Doral, Florida, USA
- 14:45 **Un reto importante: Crear tecnología accesible en neurocirugía para países en Desarrollo**  
Dr Jose Antonio Name, Medical Director CEO, Systemed, Barranquilla, Colombia
- 15:15 **Transforming cervical cancer screening with biopsy confirmed augmented intelligence technology**  
Jose Morales, Market Development Officer, MobilODT, New York, New York, USA
- 15:45 **Patient access LATAM**  
Hector Valle, Executive President, FunSalud, Mexico City, Mexico
- 16:15 **Q&A**
- 16:30 **End of seminar**

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# Networking activities

# Products Launch Press Conference

Taiwan Medical: Wonder of the World

## Date:

Wednesday, June 26, 2019

## Time:

1:00pm - 2:30pm

Networking reception

Light hors d'oeuvres served

## Location:

Lincoln Road Room E

Platinum partner:



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## Objectives:

This workshop promises to provide all medical and industry professionals with the latest advancements from Taiwan Medical: Wonder of the World in innovative treatments, equipment and medical care.

The learning objectives designed for this session include:

- Learning additional ways to accurately diagnose and treat patients
- Improving patient care and quality of life
- Utilizing new products and inventions to indirectly and directly reduce costs
- Equipping your medical organization with the ultimate in product innovations and techniques as the benchmark for extraordinary patient care through medical accuracy

For more information, please visit the  
Taiwan Pavilion at D71, E70



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# Business Networking Breakfast

Hosted by: Enterprise Florida, Inc.

## Date:

Thursday, June 27, 2019

## Time:

9:00am - 10:00am

## Location:

Lincoln Road Room A

## Overview:

Join us in Miami Beach! Medical manufacturers are invited to join Enterprise Florida, Inc. (EFI) for a morning of networking at FIME 2019 on June 27<sup>th</sup>. Whether your company is Florida-based and seeking to grow sales internationally or you're interested in relocating your business to Florida, this is a must-attend event! The Sunshine State consistently ranks among the best for business, and our low taxes and competitive advantages make Florida an ideal place to call home.

## Objectives:

During this breakfast, you can talk with EFI representatives about how we help companies across the state enter and expand in global markets through nationally-recognized programs and services. Our team can also talk with you about growing or relocating your manufacturing business here.

Foundation partner:



For more information, please visit booth #T52



# Exhibitor floor plan





- Country pavilions**
- Argentina
  - Brazil
  - China
  - Florida
  - Germany
  - Hong Kong
  - India
  - Italy
  - Korea
  - Pakistan
  - Poland
  - Spain
  - Taiwan
  - Turkey
  - United Kingdom
  - Wales

- Key**
- Entrance
  - Premium exhibitors
  - Registration desks
  - Innovation and Technology Hub
  - Cafe

\*Floor plan as of June 9, 2019. Actual area may vary from the stated area



# A-Z exhibitor listing

A

1800Endoscope.com	T54
3B Scientific	L31
A Cute Baby Inc.	T31
A&D Medical	F59
AA Medical Store	I81
AAAmed Co. Ltd.	R61
<b>AADCO Medical Inc.</b>	<b>Z50</b>
Abimo	X17A
Able Diagnostics, Inc.	O40
Accu-Scope Inc.	I30
Ace Medical	U45
<b>Ace Medical Devices Pvt. Ltd.</b>	<b>V75</b>
Ace Osteomedica	V67
Acro Biotech Inc.	C59
ACTO GmbH	O51A
ACTOLIND GmbH	O51
Adani Systems, Inc.	I14
Addler	I80
Advanced Consulting Engineers Business Group International Sa.	S22
Advanced Instrumentations, Inc.	H11
Advanced Medical Solutions	I55
Advanced Power Group Corp.	H50
Advena Ltd	B45
Agencia Argentina de Inversiones y Comercio Internacional	G81
Aijex Pharma International Inc.	W57
Aiken Corp.	I60



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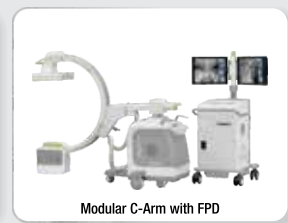
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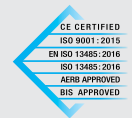
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Akar Makine San. Tic. A.S.	R22	AMG Med Group Corp.	T58
ALCOR Scientific Inc.	Y56	Amico X-ray Technologies	H55
Allengers Medical Systems Limited	O11	Amoena USA	Z55
Alliance Rubber Products Sdn Bhd	K56	<b>Ampronix Inc.</b>	<b>G31</b>
Alreh Medical Sp. z o.o.	U47	Amsino International Inc.	T74
Alterra Tibbi Malz. San. VE Tic. A.S.	T25	Amtai Medical Equipment Inc.	L55
AltroCare Inc.	B36	Analytical Industries Inc.	H36
AMBULANC(SHENZHEN)TECH Co. Ltd.	E46	Andersen Products, Inc.	B27
AME International	Y61	Anest Iwata Sparmax Co. Ltd.	D51
America Energy, Inc.	S57	Angiplast Pvt. Ltd.	W70
American Diagnostic Corporation	O25	Anhui Bytech Medical Supplies Co. Ltd.	C64
AMERICAN LENOX	G75	Anhui Hongyu Wuzhou Medical Manufacturer Co. Ltd.	E25
American Medical Endoscopy / Strauss Surgical	P53	Anhui Kangda Medical Products Co. Ltd.	D52

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Anhui Kangfu Medical Supplies Co. Ltd.	X25
Anhui Medpurest Medical Technology Co. Ltd.	X51
Anhui Powerguard Technology Co. Ltd.	V36
Anhui Tiankang Medical Technology Co. Ltd.	K55
Anji Fang Yuan Sanitary Material Co. Ltd.	L43
Anqing Yipak Packaging Material Co.	C51
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Astek Technology Ltd.	E64
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Atlantic Ultraviolet Corporation	A34
Atlantis Worldwide	K76
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Atlas Surgical	U65A
<b>Aug Medical LLC</b>	<b>S63</b>
Automated Medical Products Corp.	I37

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<b>Avante Health Solutions</b>	<b>D11</b>
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**B**

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BAISHENG MEDICAL Co. Ltd.	G10
Bangmei Pharmaceuticals Co. Ltd.	A22
Barco Uniforms	I52
Bay Corporation	K33

Bay Shore Medical Equipment LLC	T15
<b>BC Group International Inc.</b>	<b>L63</b>
BE & BI Tech Co.	J27
BedMed	Z61
Beijing Choice Electronic Technology Co. Ltd.	V33
Beijing Dipperson Medical Equipments Co. Ltd.	B22
Beijing Jinwei Kangda Medical Instrument Ltd.	Q32
Beijing Kingst Commercial & Trade Co. Ltd.	O71
Beijing Konted Medical Technology Co. Ltd.	I71
Beijing Ruicheng Medical Supplies Co. Ltd.	G54
Beijing Wandong Medical Technology Co. Ltd.	E27
Beijing Wanliandaxinke Instruments Co. Ltd.	B25
Beijing Yasee Biomedical Inc.	E33
Beijing ZKSK Technology Co. Ltd.	H71

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Bemis Health Care	H53	BIOLENE SRL	G63
Berpu Medical Technology Co. Ltd.	M42	Biolitec Latin America	Z15
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Betahealthcare Products Pvt. Ltd.	B15	Bionime Corporation	L40
Better Enterprise Co. Ltd.	J61	Bioperfectus Technologies Co. Ltd.	R74
Beurer GmbH	N51	BioPlus Co. Ltd.	U41
BHH Mikromed Sp. z o.o.	U59	BioSenseTek Corp.	X54
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Bio Implant Technology Co. Ltd.	D58	Biotron Diagnostics USA	W53
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BOC	J54
<b>BOLSAPLAST, S.L.</b>	<b>R15</b>
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Catalina Cylinders	V25

Ceabis Di Vezzani S.P.A	S19
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Changzhou Care-de Sanitary Material Co. Ltd.	X35
Changzhou Huichun Medical Equipment Co. Ltd.	T43
Changzhou Huida Medical Instrument Co. Ltd.	R54
Changzhou Jinliyuan Medical Devices Co. Ltd.	P44
Changzhou Medical Appliances General Factory Co. Ltd.	F65
Changzhou Nanxiang Meical Device Co. Ltd.	E44
Changzhou Yanshun Optronics & Technology Co. Ltd.	P70
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Compass Health Brands	B33	D	
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Consultronix S.A.	V54	Da-Chung Medical Co. Ltd.	U54
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Control Devices, LLC	Z32	Daeun Medical	L27
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DEA srl	Z31
Degasa SA DE CV	H43
Del Medical Inc.	I51
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Delta Hi-Tech	T63
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Dino-Lite Scopes	T21
Diotech	L75
DK Medical Systems	K29
DLR Medikal Sanayi Dis Ticaret Ltd. Sti.	N27
<b>DMC Medical Limited</b>	<b>B30</b>
Doctor's Fab	K66

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Dongguan Kapok Stationery Co. Ltd.	U42	Edan Instruments Inc.	C11
Dorian Drake International, Inc.	U23	EDPNC (Economic Development Partnership of NC)	N77
DOTmed.com, Inc.	V21	EgiFix Medical	G42
Dr.s Choice Pillows	E54	Elastic Therapy LLC	N77
DRE Health	K83	Elastomer Inc.	T47
DRE / Avante Medical Surgical	D11	Electro Medical, Inc.	B59
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ECODAS	G60	Eruslu Saglik Urunleri San Ve Tic A.S	N21
Ecoray Co. Ltd.	M20	Esteriplas Lda.	X21
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Foshan Suncare Medical Products Co. Ltd.	R70	Global Key LLC	Z30
Foshan Tonghe Medical Technology Co. Ltd.	X55	Global Medical Imaging / Avante Ultrasound	D11
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HANGZHOU ROLLMED Co. Ltd.	R58	<b>Healing Hands Uniforms</b>	<b>K71</b>
Hangzhou Sejoy Electronics & Instruments Co. Ltd.	Q66	HEALTH MEDICAL SUPPLIES LLC	S75
Hangzhou Shanyou Medical Equipment Co. Ltd.	H75	Health O Meter Professional Scales	H54
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Jiangsu Kangjie Medical Devices Co. Ltd.	E73
Jiangsu Micsafe Medical Technology Co. Ltd.	O36
Jiangsu Pedo-care Medical Equipment Co. Ltd.	Q75
Jiangsu Richeng Medical Co. Ltd.	F73
Jiangsu Rixin Medical Equipment Co. Ltd.	I69



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Jiangsu Yongfa Medical Equipment Technology Co. Ltd.	W35
Jiangxi Hongda Medical Equipment Group Co. Ltd.	N33
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Jiangxi Yikang Medical Mechanical Import and Export Co. Ltd.	F72
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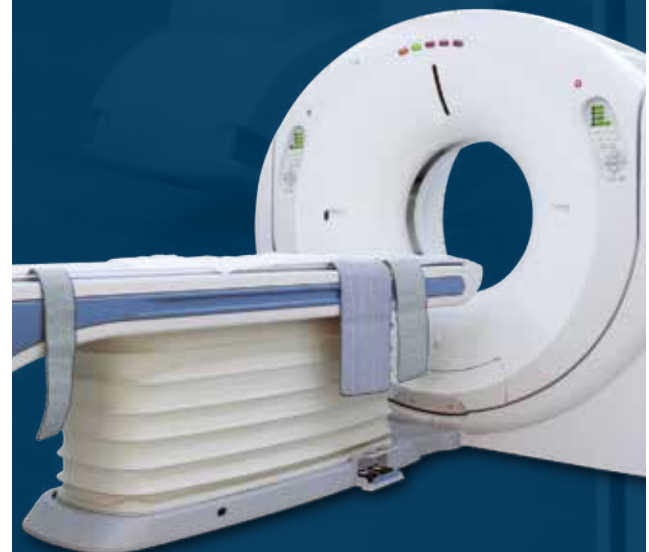
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Never in the history of narcotics abuse has there been a drug so potent and so deadly, exposure to even a tiny amount can be fatal.

It could be a paramedic attending to an overdose victim, a law enforcement officer on a drug bust, a forensic pathologist examining a body, a technician working in a lab, or an officer in the evidence unit – whichever the situation, they are at risk of accidental Fentanyl overdose.



## WHAT IS FENTANYL & HOW DANGEROUS IS IT?

Fentanyl is a synthetic opioid used mainly on cancer patients as part of their pain-management regime in the form of patches or tablets.

Easily available, as it is easily manufactured in labs, with 2 primary sources being China and Mexico.

\* Source: [www.pharmacytimes.com/publications/issue/2018/august2018/illegally-produced-fentanyl-a-growing-cause-of-synthetic-opioid-deaths](http://www.pharmacytimes.com/publications/issue/2018/august2018/illegally-produced-fentanyl-a-growing-cause-of-synthetic-opioid-deaths)

It is 50 times more potent than heroin and 100 times more potent than morphine.

\* Source: [www.ncbi.nlm.nih.gov/pmc/articles/PMC4137794](http://www.ncbi.nlm.nih.gov/pmc/articles/PMC4137794)



As little as 2mg of fentanyl enough to cause death from dose. Even legal patches are a danger to children if accidentally ingested.

\* Source: [www.oxfordtreatment.com/fentanyl/lethal-dose](http://www.oxfordtreatment.com/fentanyl/lethal-dose)  
<https://www.concordmonitor.com>

Due to its powerful opioid properties, Fentanyl has been diverted towards illicit use by both addicts and patients with without doctor's prescriptions, often mixed into heroin and other narcotics to increase their potency.

These illicit users are often unaware of such Fentanyl-laced narcotics and in many cases, death by overdose is the result.

In the U.S., a country experiencing severe Fentanyl abuse, the situation has reached epidemic proportions, with 30,000 deaths\* attributed to Fentanyl and Fentanyl analogues in 2017 alone.

\* Source: [www.drugabuse.gov/related-topics/trends-statistics/overdose-death-rates](http://www.drugabuse.gov/related-topics/trends-statistics/overdose-death-rates)

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## The Importance Of Safeguarding glove users from accidental Fentanyl exposure

**First responders** on the scene (paramedics, fire-fighters, law enforcement, custom department) are at risk of accidental Fentanyl exposure, as their hands are often the first contact points with victims and patients.

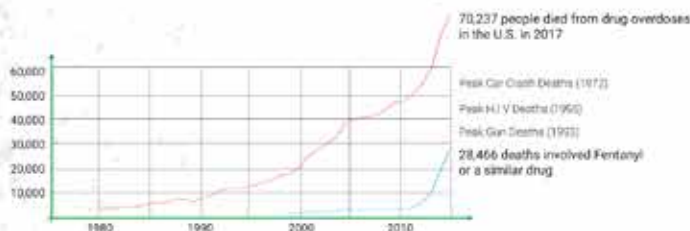
**Second-tier** type of exposure covers personnel working in these areas where Fentanyl may be involved, and where using the right kind of gloves can be a life or death situation :

Emergency Room • Forensics • Hospital labs • Research labs  
Decontamination • Criminal investigations • Evidence handling

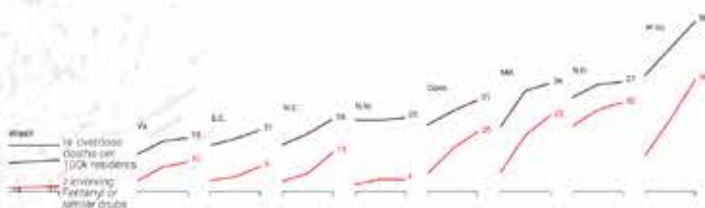
## Tested Against Injectable Fentanyl Solutions\* at the highest purchasable concentration allowed by the U.S. Drug Enforcement Administration

\*No breakthrough up to 240 minutes per ASTM D6978, tested against Fentanyl Citrate (100mcg/2ml)

Drug overdose deaths, 1980 to 2017



Fentanyl's Contribution to the overdose death rate in selected states in the United States, 2015 to 2017



\*Sources:  
[www.nytimes.com/interactive/2018/11/29/upshot/fentanyl-drug-overdose-deaths.html](http://www.nytimes.com/interactive/2018/11/29/upshot/fentanyl-drug-overdose-deaths.html)



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## WHY 7<sup>th</sup> Sense™ GLOVES WITH LOW DERMA™ TECHNOLOGY IS THE RECOMMENDED CHOICE OF PROTECTION AGAINST ACCIDENTAL FENTANYL POISONING?

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Fully tested for resistance to permeation by hazardous Fentanyl solutions

**Allergy Care**  
No sulphur or chemical accelerators added

**Darker Colour**  
Offers better visual contrast of white powder contamination on gloves compared to light coloured gloves

**Extra Length**  
Up to 295mm cuff length for extra coverage and protection to ensure skin at the wrist is not exposed during handling

**Exceptional Tactile Sensitivity**  
Feel your way confidently through your tasks that call for precision when handling specialised equipment

**Reduced Hand Fatigue**  
LOW DERMA™ gloves' improved softness prevent hand fatigue so you can carry out your work comfortably.

**When 2 Is Better Than 1**  
It is recommended that 2 pairs of gloves are worn instead of just 1 to protect against accidental tearing or puncture when handling drugs suspected to contain Fentanyl and its analogues, including opioids and analgesic drugs.



Senteq Co. Ltd.	F58	Sharma Surgical & Eng. Pvt. Ltd.	C65
Seoil - Pacific Corp.	A58	Shenhen AOJ Medical Technology Co. Ltd.	E45
Seyitler Kimya San A.S.	P25	Shenyang Aerti Tech Co. Ltd.	T67
SH Medical Corp.	I31	Shenyang CANTA Medical Tech Co. Ltd.	E71
Shagun Cares Inc.	F41	Shenzhen Acurio Instruments Co. Ltd.	I72
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Shandong Cheerain Medical Co. Ltd.	I42	Shenzhen Beacon Display Technology Co. Ltd.	S32
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Shandong Weigao Group Medical Polymer Co. Ltd.	P61	Shenzhen Biocare Bio-Medical Equipment Co. Ltd.	D44
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Shanghai Dongsin Exhibition Service Co. Ltd.		Shenzhen Enmind Technology Co. Ltd.	F75
ShangHai HDK Healthcare Products Co. Ltd.	Q55	Shenzhen Finicare Co. Ltd.	T45
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Miami Beach Convention Center  
Lincoln Road Room E

1:00 p.m. Networking Reception  
1:30 p.m. Presentations  
2:30 p.m. Interviews & Tea Reception

#TaiwanMedicalWonderoftheWorld



**HOST**  
**DR. RUDY MOISE, D.O.**

President,  
Comprehensive Health Center



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Pergo Medikal ve Ilac San. A.S.	T46
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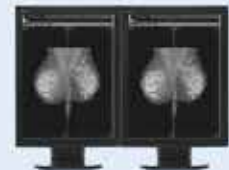
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<b>Aug Medical LLC</b>	<b>S63</b>	Cheers Diabetics	U64



A close-up photograph of a person wearing white nitrile gloves, holding a red-capped test tube. The test tube is partially filled with a red liquid and has a white label with a barcode and the number '1013'. In the foreground, a blue plastic rack holds several other test tubes, some with red caps and others with blue caps. The background is a blurred laboratory environment with blue lighting.

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Chemo Mouthpiece LLC	P59	Dukal Corporation	K52
Cherokee, Dickies and Heartsoul Medical Uniforms	H41	Dunwoody Labs	Y54
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# Avante | Patient Monitoring

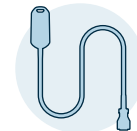
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War-Med Surgical Instrument	A52		



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