

WAY

8

Travel Cases and Organizers for storing temperature sensitive medication like insulin when traveling, by Medicoool, Inc.

Diabetes products are still one of the fastest growing segments in retail pharmacy - Increase your front end sales profits with these items offering 50%-60% margins.

VP Sales & Marketing: Steve Wallace

Founded: 1986
Employees: 47
Stock Symbol: Private Company
Toll Free Phone: (800) 433-2469
Fax: (310) 782-2200
Address: 20460 Gramercy Place
Torrance, CA 90501
Website: www.medicoool.com



Company Background

Medicoool, Inc. started out as a personal crusade by a brother looking for a solution to help his diabetic sister keep her insulin at a safe temperature while traveling. His solution turned out to be an ideal travel case called the Insulin Protector. Realizing his solution would benefit other diabetics, the Insulin Protector became the first product patented and manufactured by Medicoool, Inc.

Since 1986, Medicoool has been manufacturing and distributing travel cases that keep insulin and other injectable medications temperature safe. We now offer over 10 different styles of cases including a portable, compact refrigerator called the Medicooler. We have continued to expand our product line with other items targeting Diabetics that will help improve their quality of life and maintain a more active lifestyle. These items include different types of diabetic socks, vitamins, skin crème, exercise equipment, and foot care machines. Today, our customers now include Retail Pharmacies, Medical Supply Stores, Nursing Homes, Hospitals, and Clinics.

Product Overview

Medicoool offers a variety of Diabetic Carrying Cases depending on one's need, lifestyle or medication requirement. We have Travel Cases with cooling elements for transporting temperature sensitive medications, Travel Organizers to keep all supplies in one convenient place, Carrying Cases to hold pen systems, syringes, insulin vials, and other related supplies. Also available is the MediCOOLER, a portable mini refrigerator that holds up to 9 vials of insulin or 3 pen syringes at 36°- 46°F (2°-8°C). The MediCOOLER comes with a standard electrical plug and a 12V plug for use in a car, boat, RV or plane. Other items we carry are Diabetic Socks, Diabetic Vitamins, Foot Care Products, Battery and Electric Foot Care and Nail Care Files, and Podiatry Equipment.

Key Partners

Cardinal Health, AmerisourceBergen, Invacare Supply Group, H.D. Smith, Kinray, Complete Medical, Independence Medical, Smith Drug, Mutual Drug, Morris & Dickerson and McKesson to name a few.

Markets Served

Retail Pharmacies, Specialty Home Health Care, and Pharmaceutical Companies.

Trade Shows Attended

Supporting all our Wholesaler Partners Trade Shows, Arab Health, MEDICA, AADE, and MedTrade.



Additional Product Lines

- Diabetic Socks
- Diabetic Nail Care
- Diabetic Vitamins
- Battery and Electric Files
- Diabetic Foot Care
- Podiatry Equipment

Pricing Information

50%-60% Margins
MSRP Average from \$20-\$35
Domestic and Export Pricing

Next Steps

Contact Steve Wallace VP Sales & Marketing at Medicoool, Inc
Phone: (310) 782-2200
Fax: (310) 782-8900
E Mail: SteveW@medicoool.com
Web Site: www.medicoool.com