

## REMETRONIX

### MED-TRANS Logistics

**Products/services:** Turnkey survey and design and installation solutions for major electronic and sensitive equipment installations. OEM-to-customer transportation, rigging, installation, de-installation, relocation, restoration and disaster recovery of medical imaging and other large-scale electronic systems.

**Serves:** Worldwide

**Founded:** 1993

**Headquarters:** Port St. Lucie

**Locations:** 41 domestic; 2 Europe

**Employees:** 120

**Website:** [www.remetronix.com](http://www.remetronix.com)



When your doctor prescribes a Magnetic Resonance Imaging test (an MRI) do you wonder how the large device made it from the factory to the hospital or test facility or who installed it? What about the machinery that precisely mills and encapsulates your medicine? Or who installed the Homeland Security scanners at the airport? If it is large-scale, sensitive electronic equipment, it may well have been transported and setup by REMETRONIX based in Port St. Lucie.

### More than 2,500 installations each year

Two divisions handle everything needed for large-scale electronic installation and maintenance.

**REMETRONIX:** REMETRONIX, the parent division, consults with businesses which need to install or upgrade large-scale electronic equipment. For many installations, the company designs the system, plans and coordinates its installation. The company also designs, coordinates and implements system upgrades, systems disaster recovery and end-of-service salvage and recycling.

**MED-TRANS Logistics:** MED-TRANS Logistics has offices in major cities around the U.S. In addition to OEM-to-customer scheduling, transportation, rigging and installation, this division performs site surveys pre-installation, asset and lease inventory, damage assessment and decommissioning. They also provide electronic/ major equipment and medical archive warehousing nationwide. This division also transports office and industrial equipment.



### Growth

The company's growth since 1993 has come mainly from healthcare original equipment manufacturers. The OEMs contract with REMETRONIX to move and install costly, made-to-order and highly sensitive equipment for hospitals and pharmaceutical manufacturers.

### Opportunities

Now that the Treasure Coast is also the Research Coast, major opportunities are now opening creating more opportunities for Remetronix. The company has been transporting and installing equipment for bioscience labs that have been moving to the area to take advantage of major

biotech incentives and commercial synergies. The company, which warehouses equipment, also sees growth in its ability to digitize and archive biopsy slides which by law must be kept for 30 years



## Global Expansion

The company also has growth opportunities in Europe and has located three employees in Bulgaria. The business is also teaming up with possible partnerships in London. South America is another potential growth market for REMETRONIX.

“2009 was our best year as OEM’s outsourced to us because of the economy.” Russ Knowles, CEO



## Disaster Recovery

Disaster recovery services (previously a small portion of revenues) could grow to 15 to 20 percent of revenues globally. Major insurance companies including Lloyd’s of London are starting to contract with REMETRONIX to recover electronic equipment that has been damaged by fire-suppression systems, flooding, or other disasters, said Russ Knowles, founder and CEO.

“There is a long lead time to order new equipment. And the insurance company is paying business interruption insurance until new equipment can be delivered,” Knowles said. “It makes sense to recover the equipment rather than order new.”



Recovering damaged circuit board in new training facility.

When a facility in Miami lost eight cardiac catheterization labs recently, REMETRONIX got two labs running in less than two days and the remaining six opened in a week. “That recovery cost about \$200,000 and, if they had replaced the machines, it could have been \$200,000 to \$600,000 for each cath lab,” Knowles said. “And patients would have gone to other facilities for their procedures during the time it would take to manufacture and install new equipment.”

## Expansion and Award

The work REMETRONIX does is as sensitive as the equipment they work with. That is why the company employs its workers rather than outsource. “For our process to work, we have to work with dedicated employees,” Knowles said. The ISO 9001:2008 certified-company recently expanded, adding a third building in Port St. Lucie to create a stand-alone training center. Employees get hands-on experience there saving damaged computers.

Extensive training, in part, gave the company Best Place to Work in St. Lucie County recognition by the St. Lucie County Human Resources Association. “We try to run our business with a lot of integrity,” said Knowles. And that includes forthrightness with employees, customers and other local businesses and agencies.



One local agency in particular, Workforce Solutions, has also treated REMETRONIX with integrity. As the company has expanded from just 16 people in 1993, Workforce Solutions, the local workforce development board, has helped the company pre-screen job applicants and train new hires.

“I am glad to see the depth of their commitment to local businesses,” Knowles said.

Remetronix will continue to grow nationally and internationally every day with their unique business.