



**For the past 10 years, AZ Lift and Care Specialists has been the leader in patient lift systems in Arizona and New Mexico. Our staff encompasses a collection of highly qualified professionals with many years of experience in specialized medical equipment and home modification. Our people are motivated, compassionate, imaginative and totally customer satisfaction-oriented.**

#### **COMPANY VISION**

AZ Lift and Care Specialists is dedicated to providing particular medical products and services, many of which are not handled by virtually any other major durable medical equipment providers in the state. Where other companies are limited by major insurance contracts and Medicare coding which thrives on quantity rather than quality of the products, AZ Lift and Care fills a desperately needed niche of medical products. We visit our clients in their homes and simply consult with them as to what the best solutions are to enhance their quality of life. We believe that independence and mobility is a critical step for individuals to attain greatness and a high quality of life, and we ensure that the products and services we provide give them the best possible outcome to achieve this.

#### **PRODUCTS**

We have many manufactures to choose from for our overhead and other patient lift systems. However, we choose very carefully which to use with each client in order for them to achieve their highest level of success, safety, and independence, as well as what fits their budget. In the spirit of offering independence and greatness, we provide other specializations such as adapted recreation equipment, stair glides and lifts, luxury hospital beds for professional and in-home use, medical supplies, as well as various independent living aid products.

#### **BRIGHT FUTURE**

In addition, our personnel have established professional relations with regional governing medical bodies such as the VA and private hospitals which allow us to serve the most needed populations. AZ Lift and Care's marketing skills include the creation of Information and Offering Packages with complete education on our services, products, and past successful history. We have commenced upon an exciting new relationship which allows us to offer quality in-home care assistance to those in need of that service, through our affiliate companies. In an age of uncertain economic times, our company's future continues to thrive, without having to compromise the quality of service to our clients.



## **Greg Hockensmith**

*President/ Chief Executive Officer*

In the summer of 1998, Greg moved across the country to Tucson, AZ in order to enjoy year around sunshine, which he hoped would fuel his handcycling career and goal to win races at the World competition level. This is a dream would self-actualize within about 4 years, however, the other opportunity that spring boarded Greg's move to Arizona was graduate work in the field of Neurophysiology which he received a Master's Degree in 2000 from the University of Arizona. This degree was achieved while performing Journal published research science and teaching graduate level physiology courses. These academic endeavors highlighted a scientific career that started several years earlier in Philadelphia where Greg worked in a neurobiology lab. There he was trained to perform brain mapping studies and surgeries with animal models just a short time after receiving his Bachelor's degree from Temple University.

By late 2000, the low paying/long hours theme of academic science made it difficult to maintain his competitive cycling training and competition schedule. Through unique circumstance, Greg was given the opportunity to start his own business which would utilize certain aspects of his knowledge-base regarding medical products, but more importantly at the time, allowed the flexible schedule to train and compete. Greg was awarded with several medals on the World stage which include a World Championship, several European titles, a Paralympic team berth, one world record, and a life changing climb up Mt. Fuji. More important to Greg were the subsidiary aspects of these successes which include starting a non-profit program that gives bikes to disable children, a motivation speaking career, and being able to coach and inspire up and coming athletes.

However, during the years of these athletic endeavors, Greg's business continued to grow, even while performing both major aspects of his life with extreme vigor. Within a year of working with Surehands Lift and Care Systems, a highly specialized patient lift manufacturer, Greg became their exclusive dealer for the state of Arizona and New Mexico with sales increasing every year since 2001. For several years Greg also managed a full service DME company called Comfort Mobility. However, in 2005 the decision was made to shed the DME company in order to devote himself to just specialized medical equipment, mostly patient lift systems. Since then he has expanded the business to sell and service high end hospital beds, adapted recreation equipment such as handcycles, wheelchairs and other medical supplies, stair lifts and residential elevators, and co-opting with providers in order to offer patient homecare. In 2010, the company took on the high quality luxury "special needs" bed line from Volker Manufacturing of Germany for the states of Arizona and New Mexico.

In the end, most people that have done business with Greg through the years would probably say that even though the products are great, or the costs were always brought within budget, or the service was very good; it was his commitment to helping them and the personal interaction that brought them to purchase his services.

**J.Scott Lipton**

*Director of Marketing*

With a career in business, consulting and non profit work spanning forty years, Scott brings significant and varied experience to our organization. Having a specialty in marketing and public relations, he has successfully created and implemented both regional and national marketing and sales programs in a variety of industries.

With literally thousands of hours on faith based volunteer work with many non profits, Scott is motivated to help people with a keen sense of service and compassion. His service includes assisting in the foundation of counseling centers, community churches and interdenominational ministries, as well as a supervisory and mentoring role with a division of Easter Seals.

In the arena of marketing and sales, Scott has always excelled, winning many awards and national honors. In management he has trained hundreds of successful salespeople. As an entrepreneur, Scott has been responsible for birthing over 20 organizations and businesses, including a number of non-profits.

As a motivator, speaker, care-giver and marketer, Scott brings to the organization a strong desire to serve and help others. We are pleased to have him with us to assist you.

## **Technical Division**

One of the most important aspects of a business that deals with individuals with disabilities in a very personal and important way such as we do is that your quality of service is limited to the personnel that interact directly with the client in their home environment. Our installation and service team has collectively been working with us since the inception of our business in 2000. We are extremely lucky to not only have a high quality of knowledge and experience on our team, but also very personable and compassionate human beings. Please meet our team:

### **Stan Buhr, Buhr Contracting, Inc.**

*Lead installer, Phoenix/Northern AZ installation crew*

Stan started working with AZ Lift and Care in 2005, and comes from a background of both commercial and residential construction that began in 1976. His vast experience ranges from cabinet building, commercial equipment and building stores, re-models, and intricate home modifications. Stan is a master craftsman and has been amazing people for over 40 years with his ability to create solutions with astonishing skill and precision. Besides being superior at his craft, Stan is a 6' 4" cowboy originally from Missouri and one of the nicest human beings you will ever meet. This is something we hear from just about every one of our clients, and we are lucky to have him heading up our installation team.

### **Charlie Martin, ACE Remodeling and Repair**

*Tucson/Southern AZ installation crew*

Charlie has been working with Greg since the inception of his business performing home modifications in 2001. Charlie has 35 years of construction experience, and has been a licensed contractor in Arizona since 1990. In 1998 he started Ace Remodeling and Repair which specialized in remodels, handyman work and home modifications. Charlie's work ethic and personal dedication has made it very easy to sustain such a long term business relationship; wherein most contractors would have decided to move on to whatever transient trend in construction is calling for at a given time.

### **Richard Tarango, BOA General Contracting**

*New Mexico installation crew*

After being a cop in Albuquerque for 22 years, Richard retired, only to realize he still had work to do and a difference to make. So in 2001 Richard started a handyman company called BOA General Contractors which quickly blossomed into a custom home building business. Within a few years of doing this he discovered the NM environmental modifications program, a state funded program that provides home modifications for the state's disabled and poor. Since then, Richard's business has shifted to almost exclusively doing this type of work. In 2004 Richard and Greg connected on a job that needed a patient lift, and since then BOA has become AZ Lift and Care's exclusive installation and service team in New Mexico.

## SOME SAMPLE PRODUCTS

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**SUREHANDS®**  
Solutions for  
Safe Patient Handling  
and Movement



### SUREHANDS LIFT & CARE SYSTEMS

982 Route 1, Pine Island, NY 10969-1205  
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