

## About Us

**Abid Trade International** is a 12-year-old firm established in 2009. **Abid Trade International** has been at the forefront in bringing the latest and most innovative technologies to the Dhaka Bangladesh. **Abid Trade International** was formed in 2009 with specific vision “To improve quality of life of patients by providing materials, parting knowledge and expertise to use the products repeatedly and successfully and improving patient’s life.” With the acceptance of new technology coupled with bright economy in Bangladesh, fueled the growth in this segment making it one of the biggest markets in Bangladesh.



## Our History

**Abid Trade International** is a proprietary business of **Mr. Shihab Uddin**. Our proprietor studied Biochemistry (Hon’s& Master’s) and completed MBA(Marketing &HRM) in it with being a valedictorian. He tried to be loyal to Researcher but God had other marketing plans for him. He was selected for Sales Job in Novartis(Bd) and based in Chittagong Division. Challenges were ample, but he accepted, survived and excelled at this juncture. One-day God proposed and landed him into Stapling surgical business, of TYCO HEALTHCARE (Covidien, now Medtronic) as a Manager of Bangladesh. During those times laparoscopy was a new radical approach to Lap-cholecystectomy and to impart and spread the awareness of this new modality he was trainee in Anatomy and Surgical skills in TCI (tyco clinical Institute) for four weeks at Shanghai China. After training close to 129 surgeons and running around a lot he decided to start his own distribution network. Rest is what you are watching on this screen.



## **Current Partnership**

Abid Trade International currently is a distributor for the following companies:

### **SZ HugeMed MED TECH DEV CO. LTD**

We are currently distributors for HugeMed's An Endoscope Solution Company with their Ureteroscope and Cystoscope and Processor for Urological solution. We also Bronchoscopy, Video Laryngoscopy for Thoracic and ENT& Anesthesiology.

### **CHANGZHOU ANKANG MEDICAL INSTRUMENT CO. LTD**

Distributors of Ankang's stapler division. And proudly I would like to say we the leader in this field and enjoy almost 70% market share due to direct promotion and technical support in the operation theater. We handle all internally and externally used staplers.

In some cases, Customers are looking for USA or Germany Product in that cases we offer them Stapline- Germany product. we are the importer of Stapline in Germany.

### **Meta BioMed Co. Ltd.-Korea**

Distributors of Meta BioMed Korea. For Ligating Clip in General Surgery, Colorectal and Urology dept.

For urology product we are contacting "Allwin" medical device and "ARK" meditech systems in India.

### **Gynamed Instruments-Pakistan**

Distributors of GYNAMED Instruments. For open surgery procedure for General surgery, Gynecology, Colorectal etc.

## Eufoton s.r.l.- Italy.

We are the importer of Eufoton for Anorectal Laser from Calicut Surgical India. We promote and sales of their LASEmar 1500 ,1470NM laser for Proctology.

To support our C&F partners, we have a 3410-sq. ft. ware-housing facility specially designed for fast moving products

## Target Customers

Our target customers include General Surgeons, Gastro intestinal surgeons, urologists, bariatric surgeons across Corporate and private hospitals and also Govt, Defense Hospital in Bangladesh.

## Our Mission

“To improve quality of life of patients by providing materials, parting knowledge and expertise to use the products once and repeatedly successfully and improving patient’s life.”

## Our Values

Our Blue Box Values reflect who we are and what we stand for as a company.

## Customer Commitment

We build relationships that make a positive various in our clients’ lives.



## Quality

We offer outstanding products and unparalleled service that, together, supply premium value to our clients.

### **Integrity & Teamwork**

We uphold the greatest standards of strength in our actions.

We work together, across boundaries, to meet up the requirements of our clients and to help the organization win.

### **Respect for People & Good Citizenship**

We value our people, encourage their growth and reward their performance.

We're excellent citizens in the communities by which we live and work.

### **A Will to Win & Personal Accountability**

We exhibit a strong will to win available on the market and in every aspect of our business.

We are individually accountable for providing on our commitments.

### **Our Organogram**

**Adverser:** Prof. SA Khan, Dr. Kalid Hassan, Dr. Md. Saifullah

**Chairman:** Shahanaz Afroz

**Managing Director:** Md. Shihab Uddin

**National Sales Manager:** Md. Mostafizar Rahman

**Regional Sales Manager:** Sk. Abu Ayub Sanchy

**Territory Manager:** Nur A Alam Gazi

**Senior Product Specialist:**

B M Rasel Anik

Md. Anower Hossian

Md. Jummon Hossian

Md. Odaidullah

Ramkrishna- Contactual

Zh. Sumon

Md. Mosadek Hossain

**Service Engineer:** Md. Rubel Hossain

**Customer service Dept.** Md. Aslam Talukdar

**Adm & Acct. Dept:** Nasrin Nahar