

For Mr. Dr. Ben Fong

Confidential

05/1996

I was co-owner and General Manager of several helicopter companies in Germany and Egypt .

In 1968 I received an assignment from the German Red Cross

to investigate the efficiency of air rescue operations (with helicopters) in Germany through practical tests.

The result, which convinced all participants, led to the founding of the first German air rescue *non-profit* organization in 1972. My experience in the air-rescue business is about 20 years.

The explosive development of traffic

More and more employees of companies and tourists are exposed to greater health hazards than ever before through business trips to all the various countries. This increases the number of emergency calls from abroad.

Until the year 2010 it is estimated that 900 million - 1 billion people will be travelling. In China already now more than 300 million people , from Hong Kong 1.2 million are travelling.

Concept for an Air Ambulance Company in Hong Kong named

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I intend to build up a special air-ambulance company in Asia and I would like to bring in my experience. With the non-profit companies in Germany I could not realize my ideas.

To incorporate a new company I have chosen Hong Kong to be near to China and because of the fact that

1.) *"Asia is an immense aviation-market: half of the whole world-population lives about four flight hours around Hong Kong ."* (Tony Tyler

Cathay Service-Director)

2.) *China has a great deficiency in qualified hospitals. The swiss embassy recommends to give preference to hospitals in Hongkong or Japan.*

The *comapany* will assume or organize air - transportation and air transfers in cases of accidents, sickness and disasters to quickly tansfer critically ill persons to a place where they can receive effective treatment or surgery.

In addition to these sercvices we will offer some other benfits e.g. medical services (check-ups) in private hospitals to a reduced price etc.

Aircraft

We will use only suitable and reasonable aircraft located around the world.

The aircraft used by us for transportation are constructed according to the latest aeronautical and medical findings and will be equipped of the accustomed conditions on the ground. The pressurized cabins can maintain sea level pressure up to 7 500 m and therefore eliminate weather influences which might adversely affect the moving of a sick person. This fact is of great significance especially for persons suffering from coronary and circulatory problems.

The equipment of the Jet will be similar to that of an emergency ambulance and contains all the necessary medical and technical systems to maintain a patient's vital functions.

The use of the ambulance can be extremely variable:

- Moving of emergency patients by air following accidents or in cases of acute illness to a distant **special clinic**
- Repatriation** (back home flights) for persons acutely ill or involved in an accident from or to all countries
- Movement by air of **premature babies** or in cases of births with complications for special treatment to a distant medical center
- Transportation of **paraplegics** and **invalids**,
- Transportation of **human organs**
- Transportation of **stored blood, medicines** and **serums**,
- Transportations of **medical specialist teams**,
- Transportation of **important equipment** for special treatments.

The right kind of crew

A doctor trained in emergency medical care and who is able to use the medical equipment on board properly and on his sole responsibility accompanies each ambulance flight. He also possesses the knowledge required for medical flights. The doctors employed by us will be emergency rescue specialists.

In addition to the doctor there will be also an emergency medical technician on board. He gives the necessary in-flight care and recognizes critical situations.

Returning home.....

A by-product of our service is greater economy in medical care.

The fact of the matter is that erecting specialized medical centers is extremely expensive.

Transporting patients by ambulance jet (or helicopter) from other countries or areas of Hong Kong which do not offer optimal medical care to a special clinic is **much cheaper** than constructing many medical centers for possible cases in peripheral areas. Not to mention the fact that the construction of such centers abroad cannot be forced by Hong Kong institutions. Added to this is the fact that ambulance flights ensure in each case that the patient receives treatment sooner and heals better, whereby not only the chances of survival are substantially increased but also a quick recovery and a shorter stay in the hospital is guaranteed in most cases.

Especially for these flights the medical and psychological value of promoting healing cannot be esteemed highly enough.

Experience shows that the time required for healing of seriously injured persons who were returned to a medical center in their homeland for surgery was reduced by 6 - 12 month.

The Emergency Headquarter

This is where emergency calls are received, rescue operations are coordinated, doctors, ambulances, airplanes and helicopters are directed, where we negotiate for permission to land where the impossible becomes possible in the interest of the patient. Our priority:

to organize help reliably, quickly and unbureaucratically.

The emergency headquarter is available around the clock, **24 hours a day**, works with modern communications equipment and is supported by data processing.

If an emergency call is received at the headquarters immediately action will be taken. An extensive mechanism is put into operation via radio, telephone and fax.

Contact with doctors abroad giving treatment is established and the current location of suitable aircraft is determined.

Airports, ambulances and hospitals are informed. Normally all lines of communication are in full swing for six hours. If the case is extremely urgent a jet will be put on its way during this exploratory phase.

Financing

The ambulance flights have to be paid by

- the patients
- an insurance company or health insurance

or is **free of charge** for members (or subscribers), if there is a medical reason.

Card

We will offer a **special named Card** or membership to **everybody, who travels** once or more times a year to avoid the considerable expense which results should they themselves ever need our services. (More details are written upon in a business- and marketing-plan)

1 enclosure / Medical equipment

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To discuss with Mr. Dr. Ben Fong:

Medical equipment:

- a closed respiratory system with an oxygen supply independant of the on-board supply
- fresh air respirator (Ambu bag)
- Intubation instruments
- Suction device
- Sphygomanometer
- Infusion solutions and infusion instruments
- Puncture material for veins
- Bandages
- Material for fixations and splints
- Vacuum mattress
- Injection material
- Surgical pocket instruments
- Stomach probes
- EKG display
- Defibrillator
- Otoscope
- Stretcher
- Disposable clothing etc.