

## COMPANY PROFILE

Universal Specialites Group, Inc. was founded in 1993 as a medical specialiity organization that focused on developing relationships with decision makers in Acute, Outpatient and Long Term Care facilites, via both representation and distribution capacities. The company was founded by Bob Covarrubias and Metanne Freeman. Uniquely qualified to evaluate and service the Southern California medical industry through previous experience and expertise, the original goal of the corporation – Commitment to professionalism and sales excellence – is, and will always be, our key strength.

Specializing in surgical and procedural based products complement the background of the company's founders with more than fourteen years micro-surgical experience, working side-by-side in the O.R. with Micro-Plastic, Urology, and Hand Surgery specialty departments. Since it's inception, the company has proudly been consecutively named one of the top three Micro-Surgical Distributors for Surgical Specialties, Inc. nationwide. In 1998, the company diversified its product line by establishing a representative relationship with a cranial facial implant manufacturer, Porex Surgical, Inc. Over the last six years, Universal Specialties Group, Inc. was recognized as the number one sales territory in the country, among Porex independent sales groups.

These successes are directly attributed to the abilities of the company and its sales representatives who establish technically confident relationships with their customers and medical practioners, while continuously striving towards exceptional customer service.

### **Bob Covarrubias, President / Owner**

Bob has over 28 years experience in the healthcare industry. He has a Bachelor of Science in Healthcare Management and started in the medical arena as a Hospital Materials Manager. He furthered his career by moving into sales where he quickly advanced into Sales Management with a general hospital supply distributor. In 1993 he opened his own company with his partner to focus on specialty product distribution / representation.

### **Corinne Gutierrez, Office Manager**

Corinne has been with the company since its inception and applies her exceptional organizational skills to all aspects of our organization.

### **Kristi Razo, Medical Specialty Representative**

Stemming from the Financial Services industry, Kristi has acquired a wide knowledge of sales and has an extensive background in education. She has earned a Bachelors of Arts degree in Communications and a Bachelors of Science degree in Business Management. In July 2010, she received her Master's degree in Business Administration, completing multiple courses in Finance and Business Management. Her sales and organizational skills are exceptional and she always maintains a positive attitude. Kristi is a member of the National Association of Professional Women and manages the Los Angeles and Ventura County territory.

### **Penny Perez, Medical Specialty Representative**

As a Patient Care Manager for a prominent Beverly Hills medical office, Penny has established a solid foundation working in the medical industry. Her strong sales and customer service background contributes to her success at Universal Specialties. She has an Associate of Arts in Human Services and is currently completing her Bachelor's degree in Psychology. Penny's territory includes San Bernardino and Los Angeles County.

### **Robert A. Covarrubias, Medical Specialty Representative**

A graduate of the Rio Hondo Police Academy, Robert is trained in emergency medical response and is certified in CPR, First Aid and Defibrillation. He is also experienced in sales and customer service, working with well-known companies such as Harley Davidson. With his unique background and go-getter attitude, our newest sales representative is sure to be a great success. Robert's territory includes Orange and San Diego Counties.

Universal Specialties Group, Inc. recognizes that Medical Manufacturers and Organizations must have the ability and flexibility to adapt to the consistently changing and ever dynamic medical industry. As a sales organization, Universal Specialties Group, Inc. believes that success is accomplished by manifesting passion and fulfillment in what you do.

**This is what we do and who we are.  
Universal Specialties Group, Inc.  
Passion Driving Success**