

# Jim Sampey

Largo, Florida



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## *Learn about Florida Entrepreneur Jim Sampey:*

Jim Sampey, co-founder of Prime Medical, launched the company after spending 23 years helping small businesses throughout North America succeed.

"After retiring from Valpak four years ago, I wanted to do something different and still make a difference," he said. "My neighbor, an expert in the fabric sourcing industry, came to me with an idea to use a patented, chlorine-shield fabric technology to reduce infections in healthcare – and really any environment where infections pose a risk. We started talking about this innovation, how it could transform the healthcare industry and save lives here in the U.S. and around the world."

Today, Prime Medical has the worldwide rights to produce textiles and

apparel made with BioSmart®, a specialized, polymer-coated fabric that attracts and binds chlorine molecules to its surface.

"It's a simple, yet sophisticated technology," Sampey explained. "When you wash our products in any EPA-registered bleach, the fabric is not only sanitized in the wash, it retains a shield of chlorine that can continuously kill germs while the products are in use. Whether the fabric is made into a privacy curtain, a patient gown or towel, each wash in bleach activates it to kill the colonization of bacteria and viruses which can lead to hospital acquired infections."

Sampey's advice for aspiring entrepreneurs is to make sure you form a strong team around the business. "It's about the people," he said. "You have to stay focused and have cash, etcetera, but at the end of the day, it's the people that make it happen. It's been cool to watch our people dig in and develop what's needed to make it happen. We've got a great team."

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