



Kendall Optometry Ministry, Inc.

"Serving the Lord by providing better vision to the people of underdeveloped countries"

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12/8/2009

PROPOSAL FOR SUPPORT

NEEDS ANALYSIS

Numerous teams travel throughout the world ministering for our Lord and Savior, Jesus Christ. One excellent method of ministry is to provide eyeglasses. These eyeglasses not only allow the person to read their Bible but to also improve their standard of living. Unlike providing a supply of medication, these glasses will typically be useful for several years. These teams are prevented from doing their best by a lack of training, professional assistance and proper equipment.

ADDRESSING THIS NEED

Kendall Optometry Ministry (KOM) has assisted by providing numerous training manuals for the non-professional. Numerous different computer programs have also been written and provided either free or at a very small cost. The most useful program is called the Eyeglasses Inventory Program used to assist in the selection of 1000s of pairs of used prescription eyeglasses. With over 8 years in development, this program uses advanced optometry principles provided by experienced optometrists and described in textbooks. The intelligence built into this program gives the user the benefit of some of the experience and knowledge of these optometrists.

PROPOSAL FOR ENHANCED SUPPORT

In addition to providing documentation and training, KOM proposes that several teams join with KOM to purchase advanced optometry and computing equipment which can be shared by these teams. No one team can afford or justify the purchase of this equipment but together the cost is reasonable and the utilization of the equipment is far better. To date 10 sets of this equipment have been purchased without going into debt.

Each team which shared in the initial cost of this equipment (by donation) will be called a **participant**. Equipment purchased by the participants will first and foremost be used by those participants but will be provided under certain circumstances to other teams. A participant makes a donation of at least \$2,000 to purchase the equipment.

A PARTICIPANT

A **participant** has several advantages.

- 1) Participants have the first choice of the schedule before using the equipment. After the participant identifies their schedule for the year, a non-participant can use the equipment.
- 2) A participant will use the equipment the first time at no cost plus a \$100 maintenance and support fee plus shipping and insurance.
- 3) On future trips the participant will pay a \$1,000 refundable damage and loss deposit for the use of the equipment. However, they will be charged for the cost of shipping and insurance and the \$100 maintenance and support fee. Other money donated will be used to keep the equipment in repair and to further the ministry of KOM.
- 4) A participant will also get a significant discount on all training materials, courses and products. They will also be able to participate in beta tests of new releases of computer programs.

The participant's cost is indicated in the last section of this document.

PROJECT COST:

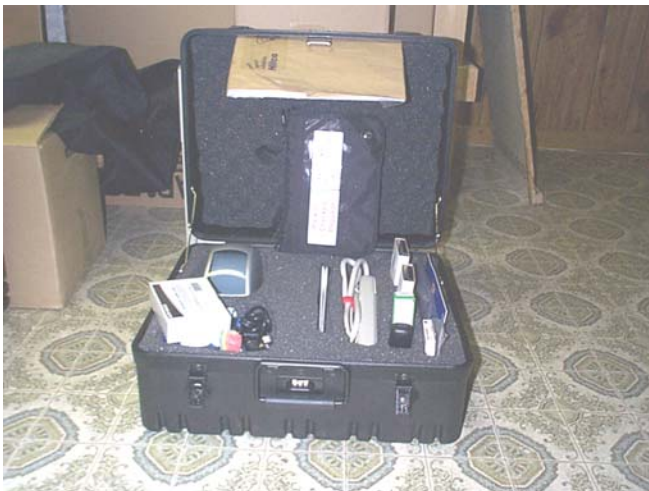
The following page shows the cost for the equipment involved. Below are several pictures showing the components that have been purchased. These pictures also show the extreme care taken in designing equipment packaging.



Inside autorefractor case, batteries at the bottom



Autorefractor case from the outside.



Optical Case



Optical case.



Laptop case



Inside the Laptop Case

1. Autorefractor Case.

Unit Qty	Model	Item Description	Price Each	Total Price
1	Retinomax 3	Righton Retinomax 3 Autorefractor without stand. Includes Shipping, Tax, and Neck Strap. SN= 2100440	\$8,177.46	\$8,177.46
0	3K670-223-1	"Grip cover left" (battery cover). Part of above price. Replacement cost is listed here in case cover is damaged during use.	\$13.50	\$0.00
1	30008	Kendall Optometry Lens cleaning kit + instructions.	\$5.00	\$5.00
1	30011	KOM Cable from Retinomax 3 Autorefractor to P.C. + Video.	\$150.00	\$150.00
1	88528	Model test eye for above.	\$135.00	\$135.00
2	MSC1LX	110 TO 220V Battery Charger for 7.4VDC Lithium Ion Battery.	\$43.00	\$86.00
3	CF-VZSU22	Panasonic Equivalent to Right Medical RT-121 battery.	\$35.00	\$105.00
1	From Home Depot	Material for battery racks (power cords + plexiglass)	\$27.20	\$27.20
1	2RR-1814-9F	Parker Plastics Case for autorefractor including shipping	\$210.47	\$210.47
1	From Home Depot	Foam autorefractor stand components.	\$10.00	\$10.00
1	From Home Depot	8' Electrical extension cord.	\$10.57	\$10.57
1		Package of Velcro Strips attached to various cables.	\$6.34	\$6.34
1	From Home Depot	Surge protector at \$6.33. OR	\$6.33	\$6.33
1	5338	EuroSurge(tm) 220-240 Volt Surge Protector	\$50.11	\$50.11
1	From Home Depot	U.S. "Cheater" plug or international adapters (Higher value)	\$0.69	\$0.69
1		Lens air blower dust cleaner for camera (including shipping)	\$6.25	\$6.25
		Total for Autorefractor case: =====>		\$8,986.42

2. Optical Case.

Unit Qty	Model	Item Description	Price Each	Total Price
1	2RR-1814-9F	Parker Plastics Case for autorefractor including shipping	\$210.47	\$210.47
1	L122084	Bernell Retinoscopy Rack.	\$189.00	\$189.00
1	BC12702550	Flipper +/- 0.25D +/- 0.50D	\$21.00	\$21.00
2	BC1203	Bernell Black Multipinhold Occluder.	\$19.43	\$38.85
2	BC210	Bernell White Occluders single.	\$20.90	\$41.79
1		Shipping for above 5 items.	\$35.75	\$35.75
1	16-3912	Axion 3.6" Portable DVD and video display. (Replacement is AXN-6072 for \$75)	\$64.99	\$64.99
1	45131467964	6 position plug strip.	\$12.71	\$12.71
1	68010	Dymo LabelWriter 400 Turbo	\$120.00	\$120.00
3	30270	Receipt Paper (2 full rolls in case and one partial roll in printer)	\$8.01	\$24.03
1	60622	Labelwriter Cleaner Cards. 10/pack only 2 cards included.	\$1.78	\$1.78
1		Shipping for above 2 items.	\$3.65	\$3.65
1		Package of Velcro Strips attached to various cables.	\$6.34	\$6.34
1	76600	Welch Allyn Halogen Penlight	\$51.30	\$51.30
0	07600	2.5V Halogen Penlight replacement Bulb included in the above	\$13.65	\$0.00
1	63-1055	Radio Shack Laser Pointer plus two batteries.	\$33.24	\$33.24
2	23-876	Radio Shack 2 pack of AAA batteries for above.	\$2.49	\$4.98
2	195-0001241-00	Wilson Ophthalmic Illiterate E-Charts	\$12.25	\$24.50
1	275-AB42801-00	B&L Proview Eye Pressure Monitor (Glaucoma Tester)	\$91.90	\$91.90
		Total for Optical Case: =====>		\$976.28

3. Luggage Packed Case.

Case Chosen? YES

Unit Qty	Model	Item Description	Price Each	Total Price
1	V80506	Bernell Gold Screw and Nut Gold screw kit.	\$83.95	\$83.95
1	VSD765	Bernell Vigoroptics Screwdriver set of six.	\$28.95	\$28.95
1		Shipping for above 2 items.	\$8.00	\$8.00
1	64-2301	Precision oiler for glasses hinges.	\$3.17	\$3.17
1	370-275	WAHL Micro-therm Butane heat gun.	\$36.97	\$36.97
1	370-280	Butane fuel refill for WAHL 7975 (loaded in yellow container)	\$2.40	\$2.40
1		Butane cigarette lighter (loaded in yellow container)	\$1.00	\$1.00
1		Small belt carrying case with belt removed from WalMart.	\$15.00	\$15.00
1		Tweezer Pliers	\$15.00	\$15.00
1		Small wire clippers	\$15.00	\$15.00
1	none	Colibri Tranzpack TSA and Tranzpack DOT Approved Airline Lighter Case.	\$25.00	\$25.00
Total for Luggage Packed Case:=====>				\$234.44

4. Laptop Carryon Case.

Case Chosen? YES

Unit Qty	Model	Item Description	Price Each	Total Price
1	DV1610US	HP Laptop Computer s/n CNF610055Y p/n ET890UA#ABA	\$847.97	\$847.97
1		Power supply and power cord for the above.	\$45.58	\$45.58
1	BB102	Briggs and Riley Laptop Case (Taylor Part #6905)	\$168.75	\$168.75
1		512MB USB Flash disk (Thumb Drive)	\$15.00	\$15.00
1	UC-232C	ATEN USB/Serial Portable Adapter.	\$36.99	\$36.99
1		8 foot network cable.	\$15.00	\$15.00
1		USB Optical Mouse for above.	\$20.98	\$20.98
Total for Laptop Carryon Case:=====>				\$1,150.27

Grand Total all cases =====>

\$11,347.41

The plan summarized

Participant teams: (See participant's benefits on page 1)

The team will start the process by providing \$2,000 toward the purchase of the equipment and the first time use. They will be responsible for shipping and insurance of the equipment to and from KOM. KOM will provide free computer programs and documentation to be used in this ministry. Training will be provided to the teams at the cost of expenses. For the team's second and subsequent trips, the cost will be a \$1,000 refundable damage and loss deposit plus a \$100 maintenance and support fee. For each trip the team will be **totally financially responsible** for it should it be lost or stolen.

Non-Participant teams:

The team can use the equipment the first time for a \$2,000 refundable damage and loss deposit. They will be responsible for shipping and insurance of the equipment to and from KOM. KOM will provide free computer programs and documentation to be used in this ministry. Training will be provided to the teams at the cost of expenses. For the team's second and subsequent trips, the cost will be a \$1,000 refundable damage and loss deposit plus a \$100 maintenance and support fee. For each trip the team will be **totally financially responsible** for it should it be lost or stolen.

One other point to mention.

It is not unusual for a team to carry this expensive equipment on trips all over the world. When KOM was first deciding on using this model of autorefractor, we visited a man called Robert Merriam in Owensboro, Ky. He had one of these instruments along with an older model of the same instrument. He had carried both of these instruments on humanitarian trips all over the world working through an organization called "Vosh International". Check out this link: <http://www.vosh.org/>. When we last talked to Robert he had taken 60 trips all over the world carrying this instrument in a cheap carry-on case wrapped in a piece of a rug. He watched it like a hawk... believe me ... but he never had trouble getting into any country with this unit. He has certainly been to the countries where you intend to go.