Includes Additional Resources:

- Associations and Trade Groups
- Regulatory Agencies
- Online Buying Communities & Exchanges
- Charitable Organizations
- Educational Supply Chain Program

Antibiotic Stewardship
Biohazard Supplies
Capital Equipment
Cardio and Orthopedic Implants
Carts/Workstations
Communication
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Environmental Services
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Warehouse Management
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Associations and Trade Groups

They provide advocacy, continuing education, lobbying, product marketing and, perhaps most of all, networking opportunities for you to share friendships and ideas. Here’s a compilation of noteworthy professional organizations that fuel the industry’s intellect and performance.

ASSOCIATIONS (CLINICALLY- AND OPERATIONALLY-ORIENTED)

- Academy of Managed Care Pharmacy (AMCP), amcp.org
- American Academy/Association of Orthopaedic Surgeons (AAOS), aaos.org
- American Association of Healthcare Administrative Management, aaham.org
- American Association for Clinical Chemistry (AACC), aacc.org
- American Association of Colleges of Pharmacy (AAPC), aacp.org
- American Association of Critical-Care Nurses (AACN), aacn.org
- American Association of Healthcare Administrative Management, aaham.org
- American Association for Respiratory Care (AARC), aarc.org
- American College of Clinical Pharmacy (ACCP), accp.com
- American College of Surgeons (ACS), facs.org
- American Medical Association (AMA), ama-assn.org
- American Nurses Association (ANA), nursingworld.org
- American Pharmacists Association (APhA), pharmacist.com
- American Society for Therapeutic and Radiation Oncology (ASTRO), astro.org
- American Society of Consultant Pharmacists (ASCP), ascp.com
- American Society for Parenteral and Enteral Nutrition (ASPEN), nutritioncare.org
- Association for Professionals in Infection Control and Epidemiology (APIC), apic.org
- Association for the Advancement of Wound Care (AAWC), awaconline.org
- Association of American Physicians & Surgeons (AAPS), aapsonline.org
- Association of periOperative Registered Nurses (AORN), aorn.org
- Association of Surgical Technologists (AST), ast.org
- The Certification Board for Sterile Processing and Distribution Inc. (CBSPD), sterileprocessing.org/cbspd.htm
- Emergency Nurses Association (ENA), ena.org
- International Association of Healthcare Central Service Material Management (IAHCSSMM), iahcsmm.org
- National Association of Boards of Pharmacy (NABP), nabp.net
- Population Health Alliance (PHA), populationhealthalliance.org
- Radiological Society of North America (RSNA), rsna.org
- The Society for Healthcare Epidemiology of America Inc. (SHEA), shea-online.org
- Society of American Gastrointestinal and Endoscopic Surgeons (SAGES), sages.org
- Society of Gastroenterology Nurses and Associates Inc. (SGNA), sgna.org
- Society of Hospital Medicine (SHM), hospitalmedicine.com
- Society of Laparoscopic Surgeons (SLS), sls.org
- Wound Healing Society (WHS), woundheal.org

ASSOCIATIONS (ADMINISTRATIVE- AND BUSINESS-ORIENTED)

- Alliance for Healthcare Reform, allhealth.org
- Ambulatory Surgery Center Association (ASC), ascassociation.org
- America’s Essential Hospitals, essentialhospitals.org
- America’s Health Insurance Plans (AHIP), ahip.org
- American Bar Association (ABA) - The Health Law Section, abanet.org/health/home.html
- American Health Information Management Association (AHIMA), ahima.org
- American Health Care Association (AHA), ahca.org
- American Health Lawyers Association (AHLA), healthlawyers.org
- American Hospital Association (AHA), aha.org
- American Medical Informatics Association (AMIA), amia.org
- American Society for Healthcare Risk Management (ASHRM), ashrm.org
- American Society of Health-System Pharmacists (ASHP), ashp.org
- America’s Blood Centers, americasblood.org
- The Association for Operations Management (APICS), apics.org
- Association for the Healthcare Environment (AHE), ahe.org
- Association for Healthcare Resource and Material Management (AHRMM), ahrmm.org
- Association of Healthcare Value Analysis Professionals (AHVAP), ahvap.org
- Association of Medical Directors of Information Systems (AMDIS), amdls.org
- The Council of Supply Chain Executives (CSCC), councilhome.com
- Healthcare Financial Management Association (HFMA), hfma.org
- Healthcare Information and Management Systems Society, himss.org
- Institute for Supply Management (ISM), ism.ws
- Institute of Healthcare Executives and Suppliers (IHE), iheslcc.org
- International Association for Ambulatory Surgery (IASS), iaas-med.com
- International Association for Healthcare Security & Safety (IAHSS), iahss.org
- The Laser Institute of America (LIA), laserinstitute.org
- Medical Group Management Association (MGMA), mgma.com
- National Society of Certified Healthcare Business Consultants, nshbc.org
- Physician Hospitals of America (PHA), physicianhospitals.org
- Health Care Without Harm (HCWH), noharm.org
- Health Industry Distributors Association (HIDA), hid.org
- Institute for Healthcare Improvement (IHI), ihi.org
- The Institute for Safe Medication Practices (ISMP), ismp.org
- International Association of Medical Equipment Remanufacturers & Servicers (IAMES), iamers.org
- International Sharps Injury Prevention Society (ISIPS), isips.org
- The Joint Commission, jointcommission.org
- The Leapfrog Group, leapfroggroup.org
- Medical Device Manufacturers Association (MDMA), medicaldevices.org
- Medical Device Supply Chain Council, medsc.org
- National Association of Health Data Organizations (NAHDO), nahdo.org
- National Committee for Quality Assurance (NCQA), ncqa.org
- National Patient Safety Foundation (NPSF), npsf.org
- National Recall Alert Center (NRAC), recallalert.org
- Organization for Safety & Asepsis Procedures (OSAP), osp.org
- Physician-Patient Alliance for Health & Safety (PPAHS), ppahs.org
- Premier Safety Institute, premierinc.com/safety
- Service Employees International Union (SEIU), seiu.org
- The Strategic Marketplace Initiative (SMI), smisupplychain.com
- The United States Pharmacopeial Convention Inc. (USP), usp.org

TRADE GROUPS, ACTIVIST/ADVOCACY GROUPS AND ONLINE INFORMATION SOURCES

- Advanced Medical Technology Association (ADVAMED), advamed.org
- Advanced Precautions for Today’s OR, oprecautions.com
- American Association For Physician Leadership, physicianleaders.org
- American Latex Allergy Association (ALAA), latexallergyresources.org
- American Reusable Textile Association (ARTA), arta1.com
- Association for the Advancement of Medical Instrumentation (AAMI), aami.org
- Association of Medical Device Reprocessors (AMDR), amdor.org
- Association of Needle-Free Injection Manufacturers (ANFIM), http://sips.org/page/anfim
- Bellwether League Inc. (BLJ), bellwetherleague.com
- C. Diff Foundation, cdifffoundation.org
- Consumer Healthcare Products Association, chpa.org
- Convenient Care Association (CCA), convenientcareassociation.org
- Council of Supply Chain Management Professionals (CSCMP), cscmp.org
- ECRI Institute, ecri.org
- Federation of American Hospitals (FAH), fah.org
- GS1 Healthcare US, gts1us.org/industries/healthcare
- Healthcare Business Management Association, hbma.org
- Healthcare Leadership Council (HLC), hlc.org
- Healthcare Supply Chain Association (HSCA), supplychainassociation.org
- Health Care Without Harm (HCWH), noharm.org
- Health Industry Distributors Association (HIDA), hid.org
- Institute for Healthcare Improvement (IHI), ihi.org
- The Institute for Safe Medication Practices (ISMP), ismp.org
- International Association of Medical Equipment Remanufacturers & Servicers (IAMES), iamers.org
- International Sharps Injury Prevention Society (ISIPS), isips.org
- The Joint Commission, jointcommission.org
- The Leapfrog Group, leapfroggroup.org
- Medical Device Manufacturers Association (MDMA), medicaldevices.org
- Medical Device Supply Chain Council, medsc.org
- National Association of Health Data Organizations (NAHDO), nahdo.org
- National Committee for Quality Assurance (NCQA), ncqa.org
- National Patient Safety Foundation (NPSF), npsf.org
- National Recall Alert Center (NRAC), recallalert.org
- Organization for Safety & Asepsis Procedures (OSAP), osp.org
- Physician-Patient Alliance for Health & Safety (PPAHS), ppahs.org
- Premier Safety Institute, premierinc.com/safety
- Service Employees International Union (SEIU), seiu.org
- The Strategic Marketplace Initiative (SMI), smisupplychain.com
- The United States Pharmacopeial Convention Inc. (USP), usp.org
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- National Center for Health Statistics (NCHS), cdc.gov/nchs
- The National Institute for Occupational Safety and Health, cdc.gov/niosh/homepage.html
- National Institutes of Health (NIH), nih.gov
- Occupational Safety and Health Administration (OSHA), osha.gov
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- Marquette University, Milwaukee, business.marquette.edu/centers-and-programs/center-for-supply-chain-management
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Third-party services, such as waste management, dialysis, elevator maintenance and security, can represent up to a third of a health system’s total annual expenditures. Called purchased services, these resources are crucial to hospital operations but aren’t always top-of-mind when it comes to delivering care and managing costs. When it comes to managing purchased services, there is significant potential to reduce supply chain spending in an era of constrained resources.

Hospitals and health systems can be at a disadvantage without understanding the full scale of agreements in place with purchased services vendors. Missteps also occur when a structured sourcing process for these services is lacking. For example, onerous legal agreements, limited transparency on pricing, fragmented data reducing visibility to expenses and inadequate internal resources to source and negotiate for these service areas can hamper a healthcare supply chain team’s mission to maximize savings.

Four key strategies can provide health systems with basics tenets of a viable purchased services sourcing program, if supply chain leaders incorporate them during the contracting process.

1. **Understand internal data**
   Cost reduction and risk mitigation go hand in hand. Providers, however, often struggle with gaining visibility to their own internal data, which can help them do both. This can create an undesirable scenario when looking to properly manage purchased services categories. Truly understanding internal data is a crucial element that is necessary to create proper benchmarks and identify opportunities for savings. When working with AboutHealth, a collaboration of six separate integrated delivery networks (IDNs) consisting of 38 hospitals and nearly 4,300 beds, Premier conducted a full analysis of their purchased services spend and several key areas of opportunity emerged. After comparing initial spend data on waste and freight management across the six health systems to internal benchmarks and peer groupings, the group was able to leverage the data with vendors of these services which yielded up to 13 percent savings for the participating health systems. The power of collaboration and aggregation, coupled with a deep understanding of the data, ultimately moved the needle with the suppliers to providing competitive pricing options based on the transparency.

2. **Benchmark, compare with peers**
   Once the data is gathered, an essential piece of the puzzle is to mine the data and examine how performance stacks up against peers. But because there is limited transparency around this data in terms of what regional variation exists across categories for individual providers, it is difficult to assess performance and irregularities in pricing. Enlisting a partner who can drive comparative analyses against historical spend benchmarks, industry standard benchmarks, or across a national peer group or regional cluster, is a crucial piece of the puzzle to understanding the lay of the land on purchased services and pinpoint where the outliers are to show relative opportunity for cost savings.

3. **Standardize vendors**
   Reducing the number of vendors in a specific space generally results in cost savings. Often, facilities within a single IDN or informal aggregation use different suppliers for the same thing across their health systems. By selecting one supplier, providers can leverage their contracts by awarding market share to the chosen vendor. In exchange, suppliers will often give a volume discount for moving all or most of the business in a particular category to them. This shift also stimulates a more competitive landscape as some excluded suppliers will make aggressive offers to retain existing business. For example, AboutHealth is working with Premier on various cost savings initiatives, including standardizing vendors on waste management, and freight. By leveraging size and data, these two projects alone are projected to yield between $600-800K in savings.

4. **Level pricing across facilities**
   After gaining a keen understanding of internal data and contracts for purchased services with the assistance from a partner in aggregating benchmarks, supply chain leaders can compare rates across sister facilities, challenge vendors to match the lowest price offered, and scale this reduced price across all system entities. With increased transparency in pricing for purchased services, this is similar to peer benchmarking but comparing only the facilities within a multi-hospital IDN and checking that their “price at the pump” is universally applied. In general, the best price offered to one facility can be pushed across to all.

Health systems must not lose sight of the low hanging fruit within purchased services. While it’s important to gather extensive data, understand spending trends and tackle quick wins, a “one-size-fits-all” approach doesn’t work for purchased services. Providers should tap the right partners who can provide access to benchmarking data and bring transparency to pricing, thus helping to control costs in these areas of spend. In addition, hospitals and health systems can benefit from working with GPOs that are able to tailor solutions based on their unique needs.
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FX:704-551-8582
www.bsnmedical.com

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PH:847-362-9310
www.bd.com
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PH:508-683-4000
www.bostonscientific.com

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35301 SE Center St
Snoqualmie, WA 98065
PH:800-522-7025
FX:425-396-3301
www.spacelabshealthcare.com
SunTech Medical
507 Airport Blvd Suite 117
Morrisville, NC 27560
PH:800-421-8626
FX:919-654-2301
www.suntechmed.com
Technicuff
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Leesburg, FL 34748
PH:800-276-2833
FX:352-326-2027
www.technicuff.com
Welch Allyn, a brand of Hill-Rom
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PH:800-535-6663
FX:315-685-4091
www.welchallyn.com

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FX:561-842-7561
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- Successful Breastfeeding
- Prevention of Newborn Falls
- Increased Satisfaction
- Disposable Slipcover Provides for Clean Surface
- Wipeable Surface

<table>
<thead>
<tr>
<th>Distributor</th>
<th>Contact Number</th>
<th>Boppy® Healthcare Feeding Pillow Item Code</th>
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<tr>
<td>Cardinal</td>
<td>800.964.5227</td>
<td>2180102K2P</td>
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<tr>
<td>E7 Supply Company</td>
<td>303.339.0186</td>
<td>2180102K</td>
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<tr>
<td>Henry Schein Medical</td>
<td>800.772.4346</td>
<td>127-9666</td>
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<td>McKesson</td>
<td>800.328.8111</td>
<td>722162</td>
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<td>Medline</td>
<td>800.MEDLINE</td>
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<td>BPP1348102K</td>
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<td>Owens &amp; Minor</td>
<td>804.723.7000</td>
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<td>Performance Health/Patterson</td>
<td>800.323.5547</td>
<td>08-155-0912</td>
<td>08-141-6585</td>
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<td>Seneca Medical</td>
<td>419.447.0222</td>
<td>181357</td>
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<td>Shared Services</td>
<td>800.228.9976</td>
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<td>UHS</td>
<td>800.847.7368</td>
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<td>WRS Group</td>
<td>855.510.6730</td>
<td>85794</td>
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<td><strong>Canada Only</strong></td>
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<td>McArthur Medical</td>
<td>800.996.6674</td>
<td>2180102K</td>
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*Limit one per facility
1. April 2017 Boppy Hospital Survey
2. 2016 and 2017 Boppy Healthcare Professional Surveys
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- Successful Breastfeeding¹
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<td>800.323.5547</td>
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<td>WRS Group</td>
<td>855.510.6730</td>
<td>85794</td>
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¹Limit one per facility
²1, 2017 Boppy Hospital Survey
³2016 and 2017 Boppy Healthcare Professional Surveys
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<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
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#### GI PRODUCTS/ SERVICES/SOLUTIONS

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<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
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<tr>
<td>Choice Medical Systems Inc.</td>
<td>1426 Pasadena Av So</td>
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<tr>
<td>HR Pharmaceuticals</td>
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<tr>
<td>NEXT Medical Products Company</td>
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#### GRAFTING MATERIAL/ TISSUE PRODUCTS

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<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
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#### INCONTINENCE - CATHETERS & DRAINAGE BAGS

<table>
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<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
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<tr>
<td>Bioderm Inc.</td>
<td>12230 73rd Ct. N Largo, FL 33773</td>
<td>PH:800-373-7006 FX:800-878-5405</td>
<td><a href="http://www.bioderminc.com">www.bioderminc.com</a></td>
<td></td>
</tr>
<tr>
<td>Covalon Technologies</td>
<td>1660 Tech Ave Unit 5 Mississauga, ON L4W 5S7 Canada</td>
<td>PH:905-568-5200</td>
<td><a href="http://www.covalon.com">www.covalon.com</a></td>
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#### IV/ CATHETERS - SECUREMENT/DRESSINGS

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<th>Company Name</th>
<th>Address</th>
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<th>Website</th>
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#### LABELS/LABELING SYSTEMS

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<th>Address</th>
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<th>Fax</th>
<th>Website</th>
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<tr>
<td>Action Bag Company</td>
<td>1001 Entry Dr Bensenville, IL 60106</td>
<td>PH:800-490-8830 FX:630-766-2063</td>
<td><a href="http://www.actionbaghealthcare.com">www.actionbaghealthcare.com</a></td>
<td></td>
</tr>
<tr>
<td>Viscot Medical LLC.</td>
<td>32 West St East Hanover, NJ 07936</td>
<td>PH:800-221-0658</td>
<td><a href="http://www.viscot.com">www.viscot.com</a></td>
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#### LINENS/ BEDDING/ PILLOWS

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<th>Address</th>
<th>Phone</th>
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<tr>
<td>Action Products Inc.</td>
<td>954 Sweeney Dr Hagerstown, MD 21740</td>
<td>PH:800-228-7763 FX:877-733-2073</td>
<td><a href="http://www.actionproducts.com">www.actionproducts.com</a></td>
<td></td>
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<tr>
<td>Conni USA</td>
<td>1497 Poinsettia Ave Suite 153 Vista, CA 92081</td>
<td>PH:800-794-0763</td>
<td><a href="http://www.conniusa.com">www.conniusa.com</a></td>
<td></td>
</tr>
<tr>
<td>Pillow Factory, The, a division of Encompass Group</td>
<td>2620 Commerce Dr Libertyville, IL 60048</td>
<td>PH:800-222-9319 FX:847-367-0620</td>
<td><a href="http://www.encompassgroup.net">www.encompassgroup.net</a></td>
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#### MATTRESSES/SUPPORT SURFACES

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<th>Phone</th>
<th>Fax</th>
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Doral, PQ H9P 1G6 Canada
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www.surgmed.com

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[www.encompassgroup.net](http://www.encompassgroup.net)

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PH:800-282-9000 FX:610-791-6880

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PH:317-348-3555 FX:317-436-0441

[www.encompassgroup.net](http://www.encompassgroup.net)

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**www.nextmedicalproducts.com**

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Libertyville, IL 60048

PH:800-345-3176 FX:678-289-4325

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**www.beattymarketingandsales.com**

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PH:800-433-5774

**www.beattymarketingandsales.com**

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Golden, CO 80401

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[www.boppy.com/healthcare](http://www.boppy.com/healthcare)

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PH:800-228-7763 FX:877-733-2073

[www.allenmedical.com](http://www.allenmedical.com)

Allen Medical

100 Discovery Way

Acton, MA 01720

PH:800-433-5774

[www.allenmedical.com](http://www.allenmedical.com)

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  - PH: 800-345-3176 FX: 678-289-4325
  - [www.coolshirt.com](http://www.coolshirt.com)
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  - McDonough, GA 30253
  - PH: 800-284-4540 FX: 678-961-2552
  - [www.encompassgroup.net](http://www.encompassgroup.net)
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  - 16 Digital Dr Suite 120
  - Novato, CA 94949
  - PH: 800-333-5773 FX: 415-884-4415
  - [www.onyxmedical.com](http://www.onyxmedical.com)
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  - Chicago, IL 60611
  - PH: 312-836-3742 FX: 847-557-9043
  - [www.welmed.us](http://www.welmed.us)

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  - Livermore, CA 94551
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  - [www.assaytech.com](http://www.assaytech.com)
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  - East Hanover, NJ 07936
  - PH: 800-221-0658
  - [www.viscot.com](http://www.viscot.com)

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<td>Bemis Health Care</td>
<td>300 Mill St, Sheboygan Falls, WI 53085</td>
<td>PH: 800-558-7651</td>
<td><a href="http://www.bemishblackcare.com">www.bemishblackcare.com</a></td>
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<td>Cleanis</td>
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<td>PH: 646-278-5627</td>
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<td>Red Bag Solutions</td>
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<th>Phone</th>
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<td>3M Infection Prevention</td>
<td>3M Center, Bldg. 275-4E-01, St. Paul, MN 55144</td>
<td>PH: 800-228-3957</td>
<td><a href="http://www.3m.com/infectionprevention">www.3m.com/infectionprevention</a></td>
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