



## MEDICAL SUPPLIES & EQUIPMENT

There is strength in numbers – especially when those numbers reflect aggregate purchasing power. FBN members enjoy lower prices on medical supplies, including incontinence supplies, through our partnership with the Burrows Company. On average, the program *saves our members 10-20%* on medical supplies and equipment, with excellent reporting and service. In addition, FBN members are guaranteed cost savings of at least 20% on medical equipment through our partnership with American Medical Equipment.

## OUR PARTNERS

### THE BURROWS COMPANY

The Burrows Company distributes to regional hospital and alternative care settings. Its nine distribution locations cover a third of the nation’s acute care beds. Because it is a smaller company, flexibility and service are a strong focus. The Burrows Company is FBN’s vendor of record and also distributes for Premier.

#### BENEFITS:

- Provides member savings 10-20% greater than other distributors.
- Excellent reporting and service.
- Choice of brands for incontinence products, enteral feedings, gloves, patient cleansing, wound care, urologicals and some equipment.
- FBN’s special pricing contracts through Burrows include Sempermed Gloves, Whitestone and SCA Briefs.
- Aggregated member purchases leverage superior pricing for urologicals, patient cleansing, wound care, sharps containers, nebulizers and more.

### AMERICAN MEDICAL EQUIPMENT

American Medical Equipment was founded in 1993 to improve resident care through the use of the most advanced technologies, while delivering significant cost savings. The company services hospitals, long-term care facilities and home care clients in nine states. This program offers a variety of rental and lease program options as well as maintenance services.

#### BENEFITS

- At least 20% guaranteed cost savings program on rental products the first year.
- Free on-site needs evaluation with an individualized program for each facility.
- Cost per resident reporting.
- Education and training.
- A choice of manufacturers and brands. ➤

*“I think The Burrows Company is great because of its strong customer focus. No matter what I ask about, Patricia in Customer Service takes the time to treat me like I am her only customer. My rep, Linda, understands long-term care nursing and is in tune with the needs of the elderly, so she never wastes my time showing me products that are not appropriate.”*

*~Linda Long  
Director of Nursing  
Reformed Presbyterian Home*

#### OUR SERVICES INCLUDE:

Pharmacy • Food, Nutritional Supplements & Dietary Management • Organizational Learning • Medical Supplies & Equipment • Insurance Programs • Office Supplies/Equipment & Capital Equipment • Housekeeping, Maintenance & Facilities

*The Faith-Based Network is a business alliance of faith-affiliated, long-term care facilities in Western Pennsylvania that work collaboratively to create high-value business solutions.*



## MEDICAL SUPPLIES & EQUIPMENT

### OUR PARTNERS *continued*

#### RESPIRATORY HEALTH SERVICES

RHS is the largest provider of respiratory services to the long-term care industry. Available programs and services include a full line of respiratory supplies, equipment and oxygen as well as educational and respiratory therapy programs. RHS offers a number of convenient perks, such as daily delivery of all routine equipment and free weekly cleaning and maintenance of equipment by a technician.

##### BENEFITS:

- Comprehensive educational support, including initial orientation, new hires and ongoing staff support.
- RHS Program enhances your clinical care team.
- Innovative clinical programs.
- All management issues in RT labor programs are handled by RHS.
- Consistent management of all respiratory supplies, equipment and oxygen.

#### ARJO

This company specializes in resident lifting equipment and also helps reduce work-related injuries among staff by teaching proper heavy lifting methods that will not stress the body. ARJO's products offer solutions for bath, shower and hygiene as well as general support for heavy lifting.

##### BENEFITS:

- By aggregating member purchasing, FBN offers ARJO's best Premier pricing at Level 3 on all products.
- FBN has negotiated a service contract which saves members 6% over standard pricing.

#### FOR MORE INFORMATION

*Learn how much you could save on medical supplies and equipment with an FBN membership. Call today for a free Value Assessment.*

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