



INSIGHT JOURNAL

Third Quarter
2011

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The HPSI corporate office has been busy adding new vendors contracts and updating pricing with our current vendor partners. I had a chance to meet with many of them at our national sales conference in August. I will highlight some of them. Many vendors offer a variety of products to help you control costs.

If you want more information about any of these vendors please let me know and I will forward info and contacts for you. If you currently use these vendors, please let them know you are members of HPSI.

As you review my Business Partner list, you will see we offer choices for almost all products. If you need recommendations for vendors or products please contact me.



HD Supply is one of the nation's largest providers of maintenance, repair and operations products to healthcare. They can help you select products, customize products to your specifications, help with renovations, evaluate your lighting and suggest more efficient products, help locate hard to find items not in the catalog, provide bins to help organize your inventory. They offer Free Online Professional Training classes in English and Spanish. Material Safety Data Sheets (MSDS) are available for all products available from them. Visit hdsupplysolutions.com and click on Resources. You can get a CD with this info also. Numbers to call for more information:

eBusiness Solutions	1-877-694-4932	Call them to help set up online ordering account	
Product Support	1-800-431-3000	Lighting Services	1-866-455-4798
Fabrication Services	1-866-455-8907	Special Orders	1-800-431-3003
Renovation Services	1-800-431-3002	Shop Organization	1-877-586-8223

REMEMBER: NEXT DAY FREE DELIVERY ON MOST ORDERS OVER \$50.
Mention that you are a member of HPSI to get the lowest pricing offered.



Is a Remodel, Addition or New Construction in your future?

Did you know that **Direct Supply** has a construction arm named **Aptura**? **Aptura** has access to a nationwide network of architects, designers, contractors and furniture, fixtures and equipment (FF&E) resources. Their project managers help coordinate the renovation from the design to the completed project. They work with you on selection of all the interior decorations and furniture. They have completed many facilities and would be happy to share references with you. The contact at Direct Supply for skilled nursing is Liz Roth at 800-659-3512. For Senior Living communities, call Eric Desjarlais at 877-204-3295.

Direct Supply is committed to offer product selection, customer service and NOW fantastic shipping. They have added **Free Shipping** on thousands of qualified products from select manufacturers, including items in the following categories:

- | | | | |
|---------------|-----------------|-----------------|-----------------------|
| *Beds | *Ice Machines* | *Paper Products | *Steamers |
| *Burnishers | *Lifts & Slings | *PTACs | *Vaccuums |
| *Chemicals | *Light Bulbs | *Ranges | *Vital Signs monitors |
| *Dishmachines | *Mixers | *Rubbermaid | *Water Heaters |
| *Extractors | *Ovens | *Slicers | |

Many other items have Flat Rate Shipping of \$9.00 from numerous vendors. Ask me or your account manager for that list.

USE OF PROPER CAN LINERS CAN SAVE \$\$\$\$\$\$

Choosing the correct can liner can save your community many dollars each year.

HPSI has contracted with several manufacturers to offer great pricing through our housekeeping and food service vendors for can liners. I have a can liner guide available to help choose the correct one. If you did **not receive a flyer with this mailing, please request a copy by email and I will email it to you.**

HPSI NEW VENDOR CONTRACTS

RF Technologies www.rft.com

RF Technologies offers wander management, wireless call systems and fall management products. You may know them as Code Alert Life Safety Solutions.

The Compliance Store www.join.thecompliancestore.com

The Compliance Store provides the only complete internet-based source for current regulatory and support documents—all available for quick referencing or downloading.

ConvaTec www.convatec.com Available through McKesson Medical.

ConvaTec offers advanced wound care, skincare and ostomy products

Blue Chip Medical Products www.bluechipmedical.com

Blue Chip Medical, a manufacturer of Therapeutic Seating and Sleep Systems including seating & position surfaces, pressure redistribution mattresses, alternating pressure systems for mattresses, and therapeutic sleep systems. Their newest product Airus Air Fluidized Therapy Bed System is the ideal support system for the prevention and treatment of pressure ulcers. These products are available through Direct Supply and McKesson Medical.

AliMed www.alimed.com 800-225-2610

AliMed offers aids to daily living, electrotherapy equipment, hydrotherapy equipment, exercise equipment, mobility aids, occupational, speech and physical therapy equipment, rehab equipment and furniture and much more.

American Hotel Registry www.americanhealthcaresupply.com 800-677-7180

American Hotel Registry now offers their products to healthcare. They offer food equipment, furniture for common rooms, dining rooms, resident rooms and offices. They are a supplier for bed and bath linens and uniforms.

ALWAYS MAKE SURE YOU STATE YOU ARE AN HPSI MEMBER IN ORDER TO GET OUR CONTRACTED PRICING. IF YOU NEED A CONTACT NAME FOR ANY VENDORS, CHECK WITH ME.



First Quality has improved their **Prevail Protective Underwear.**

New Packaging includes upgrades to their products.

Skin Smart Fabric. The new Hypoallergenic fabric topsheet contains Aloe, Chamomile & Vitamin E for wellness. *Odor Guard.* This helps prevent odors from forming while wearing and after use for added discretion and comfort. *Printed Tagless Label.* The sizing label is discreetly on inside of the back of the underwear which makes for ease of use by caregiver. First Quality products are available from **McKesson Medical.**

Assure®

Available through McKesson Medical

ARKRAY has a long history of being a committed partner in the Long Term Care field. The highly accurate and precise Assure Platinum™ blood glucose monitor features auto-coding, strip release, and qcProGuard™ which can reduce chances for user error and can help keep facilities in compliance with state regulations. Our dedicated LTC sales team and 24-hour customer service ensure that you've got the support you need when you need it. *The ASSURE Brilliance Program* was designed as a comprehensive service program for diabetes management in LTC. Our quarterly newsletter, *The Guardian*, features up to date news about diabetes in long term care. **ARKRAY** offers free online CEUs, webinars and educational support materials. Partnering with **ARKRAY** means professional products, full service support to equip you with the tools you need to succeed. Call Tanya Fedak at 760-650-6454 for more details.