



A Regional Distributor with a National Presence

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



# who we are

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**MMS - A Medical Supply Company was founded in 1970 under the name of Midwest Medical Supply Company, Inc. and focused on the acute care market. The company's goal of becoming the most customer driven healthcare provider is as important today, as it was over thirty-five years ago.**

In 1996, the current owners purchased Midwest Medical Supply with locations in Missouri, Kansas and Guam. MMS broadened its market share with the 2001 addition of a distribution center in Houston, Texas. With the 2002 acquisition of the Perigon Group, consisting of six locations, the Midwest umbrella expanded and began operating under the name of MMS - A Medical Supply Company. In 2003 Harris Hospital Supply, out of the Chicago area, was added. In response to a contract awarded by the state of Louisiana, MMS' next location opened in Baton Rouge in 2004. In 2006 MMS acquired the Caligor Hospital division and the Henry Schein Extended Care division in the greater New York region, significantly increasing MMS' presence in this geography. And, the most recent addition came in 2007 with the acquisition of Medical Innovations adding locations in Georgia and North Carolina.

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*MMS has been our distributor of choice for the past ten years and we are extremely happy with the service we receive.*

—Melanie Butler  
Purchasing Supervisor  
Paris Community Hospital

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MMS now has divisions dedicated to government facilities, home care, hospice, hospitals, industrial business, large IDNs, nursing homes, physician practices, redistribution, specialty products as well as a retail segment. In 2007 MMS added an EMS division as a result of an award from The League of Oregon Cities.

MMS prides itself in being a *Regional Distributor with a National Presence* allowing us to provide dedication and commitment to our customers along with a broad array of

products. MMS has a nationwide team of sales professionals as well as distribution centers located in major market areas to provide excellent supply chain management.



## **Benefits of a Full-Service Regional Distributor**

### **Full-Service Regional Distributor**

- Locally-Based Distribution Centers and Sales Teams
- Customer Expertise, Supply Chain Technology Offerings and the Operational and Purchasing Efficiencies of a National Distributor
- Experienced Customer Service Representatives
- Hands-On Senior Management

### **Large Breadth of Products**

- Over 750 Manufacturers Represented
- National Vendor/Group Purchasing Contracts
- Full Product Lines to Support all Healthcare Markets

### **Strategic Warehousing & Distribution**

- Local Warehousing
- Multiple Units-of-Measure
- State-of-the-Art Warehouse Logistics
- 97%+ Fill Rate for Traditional/Bulk

### **Customized Customer Supply Chain Technology Solutions**

- Inventory Management
- Interface with Closed Cabinet Supply Systems
- Full EDI Capabilities

### **Next-Day Delivery Available**

- MMS Trucks
- LTL Carriers
- UPS, Federal Express, USPS

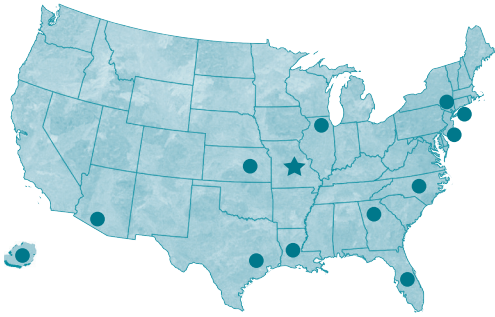
### **Flexible and Accountable**

- Flexible Terms with Approved Credit
- Customized Reporting & Information
- Accredited Medicare Part B Billing Available
- Customized Programs

### **Easy Ordering Options**

- Telephone
- Fax
- Internet Online Ordering
- EDI

# locations



## Headquarters

13400 Lakefront Drive ■ Earth City, MO 63045  
Phone: 314-291-2900 ■ Toll Free: 800-736-2115  
Customer Service - T: 800-473-2332 F: 800-352-1778  
Government - T: 800-488-7951 F: 800-811-3752  
Home Care - T: 888-540-3232 F: 314-291-2998

## Arizona

2229 East Magnolia St.  
Phoenix, AZ 85034  
Phone: 602-306-1722  
Cust. Service: 800-777-2634  
Fax: 602-306-1787

## Connecticut

8 Progress Drive  
Manchester, CT 06042  
Phone: 860-647-9728  
Cust. Service: 866-235-1799  
Fax: 860-647-1463

## Florida

1575 Aviation Ctr Pkwy #525  
Daytona Beach, FL 32114  
Phone: 386-252-9960  
Fax: 386-252-9961

## Georgia

160 Westwind Ind Blvd SW  
Calhoun, GA 30701  
Phone: 706-625-5231  
Cust. Service: 800-625-5231  
Fax: 706-625-1889

## Guam

165-E Guerrero St.  
Harmon Industrial Park  
Tamuning, GU 96913  
Cust. Service: 671-922-2700  
Fax: 671-922-6967

## Illinois

2545 S. 25th Ave.  
Broadview, IL 60155  
Phone: 708-344-3190  
Cust. Service: 866-258-8866  
Fax: 708-344-7134

## Kansas

1970 S. West St., Ste. 360  
Wichita, KS 67213  
Phone: 316-945-6941  
Cust. Service: 800-473-2332  
Fax: 316-616-0000

## Louisiana

3401 Oak Villa Blvd  
Baton Rouge, LA 70814  
Phone: 225-216-3329  
Cust. Service: 800-473-2332  
Fax: 225-216-3346

## North Carolina

6514-B Chapel Hill Rd.  
Raleigh, NC 27607  
Phone: 919-854-7600  
Cust. Service: 866-825-6078  
Fax: 919-854-7995

## New Jersey

200 Seaview Dr.  
Secaucus, NJ 07094  
Phone: 201-223-4602  
Fax: 201-223-4607

## New York

145 Huguenot St., Ste. 108  
New Rochelle, NY 10801  
Phone: 914-819-1100  
Hospital: 800-585-8882  
Fax: 914-738-9568  
Extended Care: 800-221-0850  
Fax: 914-738-4536

## Texas

4655 Wright Rd., Ste. 250  
Houston, TX 77477  
Phone: 281-313-4711  
Cust. Service: 800-473-2332  
Fax: 281-313-4736

# markets served

## Acute Care

MMS's differentiator in the Acute Care market is our unique ability to provide each customer with the service model, traditional/bulk, low-unit-of-measure, or a custom hybrid, and formulary that optimizes their specific requirements. MMS's team of experienced professionals delivers ongoing, measurable, supply chain improvements, both costs and operating efficiencies. We are an authorized distributor for most group purchasing organizations.

## AOS

AOS, the retail division of MMS provides personal care products to individual customers throughout the United States. AOS carries a wide variety of medical supplies (diabetic, incontinence, ostomy, wound care, etc.) for all stages of life. AOS is an accredited, unassigned Medicare supplier. AOS Customer Service Representatives assist customers with questions on product selection, order placement or understanding Medicare benefits.

## EMS Medical Services

The newly formed EMS Medical Services Division was created as a result of our latest award. Our EMS division is dedicated to providing more than just quality products at competitive prices. Our team of experienced professionals will continuously work with our Focus Vendors to remain informed on the latest trends in the EMS industry and will provide customers reliable information along with the newest products.

## Government

Our Government Division has over 25 years of experience in providing a full range of products to all federally funded medical installations including: United States Military facilities, Veterans Administration facilities and Public Health Service locations throughout the United States and the world. DAPA and FSS contracts provide our customers with exceptional pricing and value. In November of 2005, MMS received the "Back Up Prime Vendor Award" from the Department of Defense for the Global North Region, which includes the northeastern quarter of the United States, Europe and Africa.

## Home Care

St. Louis Home Care Distributing offers one of the largest selections of home health care equipment and supplies in bulk or low-unit-of-measure to resellers of home health care related products through the Continental US. We feature wound care, daily living aids, ambulatory aids, bathroom safety, incontinence, urological, ostomy products and orthopedic softgoods. Our team of home health care professionals has over 75 years of combined experience, and are ready to offer advice and assistance to help you obtain products that fit your needs.

## Hospice

Our Hospice specialists understand the hospice philosophy of care and have years of experience partnering with hospice organizations. We are dedicated to supply quality products, on a timely basis and listen to requests and concerns. A sensitivity to your Hospice caregivers compassion will accompany our every step. Our comprehensive hospice supply program offers: budgeting tools, inventory management systems, benchmarking, product standardization, treatment protocol development and in-service training along with a complete CEU credit program.

## Industrial

This division focuses on supplies for cleanroom, production and sterile environments. Your cleanroom supplies are supported with next day delivery from our distribution centers. Products include gloves, apparel, disinfectants, bioprocess bags, cleaning supplies, sterile products, chemicals, furniture, cleanrooms, wipers and disposables from industry leading manufacturers. The industrial division also supports our partners by providing contract manufacturing and packaging via FDA, DEA, and cGMP compliant service provider.

## Extended Care

MMS's Representatives are experienced, proactive, "product experts" in the supply chain needs of nursing homes, assisted living and home health agencies. In addition to a full line of medical supplies and equipment, MMS partners to reduce the overall cost of

procuring, managing and billing via strong relationships with key manufacturers, web ordering, inventory control software, education programs and Accredited Part B billing services. Detailed tracking and custom reporting prove our ongoing commitment to accountability and constant improvement.

## Primary Care & Lab

The sales force in the Primary Care Division provides med-surg products, pharmaceuticals, capital equipment and non-medical office furnishings to individual physician practices, physician groups, clinics, labs and surgery centers. For point-of-care testing, MMS has a large selection of CLIA-waived and moderately complex instruments and reagents.

## Redistribution

As a Master Distributor, MMS facilitates reductions in manufacturers' cost by creating supply chain efficiencies. Manufacturers maintain their market share while our customers receive name brand products at prices comparable to buying direct. Our distributor/customers can combine purchases from multiple manufactures without having to meet minimum purchase requirements.

## Specialty

For over 35 years, MMS Specialty has provided advanced technologies into the acute care marketplace, including integrated health networks, stand-alone hospitals and surgery centers. Our representatives, skilled in the technical aspects of each product, in addition to understanding the relevant physiological effects associated with its use, provide product and services designed to improve both clinical and financial outcomes. MMS Specialty serves Missouri, Kansas, Central and Southern Illinois, Iowa, Nebraska, Texas and Oklahoma.



## Mission

To effectively serve all of the specialized and diverse needs of the medical community, while conducting ourselves with honesty and integrity. We dedicate ourselves to our customers, our suppliers and to one another, with one common goal in mind: *To effectively distribute products and services to the healthcare community.*

## Vision

Our vision is to be the premier national distributor to the healthcare industry in the 11 markets we serve. We will achieve this goal through an ongoing commitment to innovation, quality and service. A balance of leadership and teamwork will serve as our foundation.

## Commitment

- To provide seasoned account representatives and ongoing support.
- To offer quality products, service and training.
- To build partnerships of value for the present and future.
- To possess a broad working knowledge of all facets of this industry.
- To encourage high standards and loyalty in all relationships.
- To exceed your expectations!