



# Critical need spot buy **product** **availability**

Novel Coronavirus (COVID-19)



**May 14, 2020**

With the significant increase in demand for medical supplies resulting from the COVID-19 pandemic, the healthcare industry continues to experience shortages of certain products, particularly Personal Protective Equipment (PPE).

To meet this demand, Medline has increased production of PPE, retrofitted manufacturing facilities to produce hand sanitizer and utilized air freight to accelerate PPE transit. We have also sourced and procured several new products through "spot buys" in order to mitigate the shortages on some of our traditional products.

Medline operates with a commitment to transparency, and it is important that any differences between the new products and our traditional products are understood and there is clarity on their availability.

- These products are now available for a limited time as spot buys. This means these are new products that in many cases have been procured and sourced from outside of our normal supply chain. The manufacturers of these products and the products themselves have been fully vetted to ensure they meet necessary performance and quality standards, but there are differences between the specifications and physical properties of these products as compared to our traditional products that are in short supply.
- The new spot buy products are not guaranteed to be available on an ongoing basis. They are available in specific quantities, and are intended to help bridge the gap until we have adequate supply of our traditional products to satisfy demand. Timing for availability is different by product, so be sure to review each item individually.
- Given the current sourcing environment, these new spot buy products have been procured at much higher acquisition and shipping costs than the traditional products they are back-filling. These increased costs are reflected in the sales price, which may be considerably higher than the prices of the traditional products.
- Because the new spot buy products are made-to-order, manufactured in limited quantities, and are subject to frequent acquisition costs increases, customer purchase orders for these products are non-cancellable and the products are non-returnable. Pricing noted is as of today, but may change by the time of order or in the future, as costs in the market are changing daily on these spot buy categories.
- Product lead times vary and are noted on an item-by-item basis. In many cases these supplies will be accessible over a 12 to 18 month time period.

Product details are included below—we will update this catalog weekly as we source new items.

Thanks,

A handwritten signature in black ink, appearing to read "Jim Boyle".

**Jim Boyle**  
Executive Vice President  
Medline Industries, Inc.



## Quick reference

### Disposable covers/gowns

Item no.	Description	UM	Qty/UM	Price/UM	Price/EA	Medical cover gown	Material	Material weight	Back closure
NONBL200	Polyethylene film gown, Blue, X-Large	CS	100	\$234.00	\$2.34	Yes	PE Film	27 GSM	Open back
PONCHO20	Polyethylene film poncho with sleeves and hood	CS	50	\$40.00	\$0.80	No	PE Film	.08mm	Closed back

### Face shields

Item no.	Description	UM	Qty/UM	Price/UM	Price/EA	Material
NONFS600	Reusable, 8 x 11", 0.02 mm thick	BX	24	\$144.00	\$6.00	PETG

### Bouffant caps

Item no.	Description	UM	Qty/UM	Price/UM	Price/EA	Material
CRI1502	24", One size fits most	CS	500	\$180.75	\$0.36	Heavyweight spunbond polypropylene

## Polyethylene cover gown

- Over-the-head neck style with apron style back ties
- Thumb loop wrists
- Made from a polyethylene film material (27 GSM)
- Non-sterile; single use only
- Maximum: 1,250 cases (125,000 gowns) per customer per month; total maximum is 10,000 cases (1M gowns)

Item no.	Description	Price	Pkg.
NONBL200	X-Large, One size fits most	\$234	100/cs



## Poncho with sleeves and hood

- Poncho with sleeves and hood
- 5 assorted colors in each case: green, blue, red, yellow and purple
- Universal size: 41" x 34.25"
- Material thickness: .08mm

### Additional information

- Maximum order: 1,000 cases
- Non-sterile; single use only
- Made from a polyethylene film and is not made with natural rubber latex

Item no.	Description	Price	Pkg.
PONCHO20	Universal, One size fits most	\$40	50/cs



## Reusable face shield

- Film is made out of a PETG material which is FDA compliant
- Box will come with cleaning instructions PETG can be cleaned with the following:
  - Hydrogen peroxide—pharmacy grade
  - Bleach—household grade as a 50/50 solution with water
  - Isopropyl alcohol diluted with water to 60% strength
  - Windex
- Foam can be cleaned with the following:
  - Isopropyl alcohol diluted with water to 60% strength
- Elastic can be cleaned with the following:
  - Water bath with baking soda or bleach depending on application
  - Can be wiped down with bleach—household grade as a 50/50 solution with water

### Additional information

- Non-sterile, multi-use
- Product is drop shipped from manufacturer
- Must be ordered in increments of 30 boxes (60 boxes is a pallet)
- Minimum order quantity: 30 boxes
- Maximum order quantity: 10,380 boxes
- Band is 1 inch wide elastic, foam piece is 1 x 1 x 9

Item no.	Description	Price	Pkg.
NONFS600	8 x 11", .02 mm thick	\$144	24/bx



## Bouffant cap

- White
- 24"; one size fits most
- Made from a heavyweight spunbond polypropylene material (25 GSM)

### Additional information

- Non-sterile, single use only
- Maximum order quantity: 100 cases
- Not made with natural rubber latex

Item no.	Description	Price	Pkg.
CRI1502	24", One size fits most	\$180.75	500/cs



**Learn more.** Contact your Medline representative, call 1-800-MEDLINE or visit [medline.com](https://www.medline.com).