

Value First has been looking for viable suppliers that can meet member PPE needs and believe we have found a good option for disposable gowns. Over the last 3 weeks, Jostens has converted their manufacturing facilities in South Carolina and Mexico from producing graduation gowns to healthcare gowns. The spec sheet is attached for your review and some details are provided below:

- Level I disposable gown made of SMS, which is a material similar to Tyvek and is water repellent but has not been subjected to FDA testing to qualify as Level 2/3
- Minimum order is 1 case; 75 gowns are in each case
- XL is the only size available, this was done to maximize production capacity
- Cost is \$4.45 per gown and can be lower based on order quantity.
- Supply is available and ready to ship depending on volume; a LeadingAge member placed an order on 4/23 and the product shipped on 4/24.
- Payment terms are net 30 days or via credit card
- This is an offering direct from Jostens; Value First is not receiving compensation of any kind from Jostens. Members are working directly with the manufacturer.

The price is higher than we all are accustomed to paying, however, raw material costs are extremely high and there is value in working with a well-known domestic company that can deliver product almost immediately with standard payment terms.

If you are interested in placing an order, our contact at Jostens is Duke Walker and his contact information is listed below and also included on the attached PDF with gown details. Jostens will require the following information when you place an order:

- Tax exempt certificate (if applicable)
- Ship to and Bill to addresses, purchasing point of contact (Name, phone number, email address)
- They will also accept a credit card or you can submit a purchase order

Contact for Duke Walker to place an order:

Duke Walker
Production Alternatives Team
Scholastic Division
Jostens Inc.
Cell: 251-402-5370
Samuel.Walker@jostens.com

Please don't hesitate to reach out if I can be of further assistance.

Be well,
Terry Romin
LeadingAge/Value First Advisor
224-230-7265