



December 2, 2020

Dear LeadingAge and Value First Members,

As we head into the Holiday Season, your Value First team is continually working with our vendors to provide you with not only the everyday items for your community, but also to aid in sourcing your PPE needs. In addition to our normal medical distributors, we do have a few additional sources for PPE items as listed below.

In addition to PPE items, LeadingAge has put together a list of labs to help our members with N95 Fit tests, please [click here](#) for additional information on these labs and their services.

We have also identified another lab for Covid-19 testing for our members Genesis Lab accepts most insurance and has a CASH price of \$50 for those without insurance. Please [click here](#) for additional information.

In addition, Value First has put together the following list with quick links to help you with your PPE needs:

Opportunities for Prevention and Detection of COVID-19

N95 Masks, Gowns and Gloves – (Gloves in stock this week)

We have a newer Value First vendor that has masks, gown, and gloves available, Platinum Code will ask you for your Vizient ID to receive the pricing listed on these [flyers](#).

Please reach out to me for your ID if you do not have it.

A second vendor that has been reliable and helpful for our communities is JGD. They have [gloves, N95 and surgical masks and gowns](#) in stock. *Please make sure to put LeadingAge Illinois in the subject line for priority processing.*

Reusable Masks and Gowns [CLICK HERE FOR MORE INFORMATION](#)

As part of a consortium with Hanes, America Knits manufactures Level 1 Isolation Gowns and Personal Safety Masks in Swainsboro, Georgia and is identified as a trusted supplier. Recently, America Knits announced a price reduction on face masks and lower minimum order quantity on gowns.

Hand Sanitizer, Disposable Masks, Multi-Purpose Wipes, Infrared Thermometer

[CLICK HERE FOR MORE INFORMATION](#)

Platinum Code is a Midwest Supplier and a new source of PPE. In 1990, Platinum Code opened its doors in Pembina, North Dakota to not only provide innovative products that increase healthcare efficiency and safety, but also build better futures for those within the healthcare industry. More than twenty-five years later, Platinum Code holds true to its beliefs and core values, with new headquarters just south of Minneapolis.



Access Control Thermal Camera [CLICK HERE FOR MORE INFORMATION](#)

Custom Medical Solutions is a leading distributor of healthcare equipment servicing LTAC's, LTC, Acute Care, Rehab Facilities, and Home Care organizations. Based in Brooklyn Park Minnesota, they have service centers nationwide to deliver prompt and professional service 24/7.

Disposable Protective Masks – HD Supply [CLICK HERE FOR MORE INFORMATION](#)

New lower pricing from HD Supply with no minimum order or quantity limit. Must be a Value First member to take advantage of pricing.

Disposable Protective Masks – Direct Supply [CLICK HERE FOR MORE INFORMATION](#)

Since the beginning of the COVID crisis, Direct Supply has been in close contact with senior living providers and other customers to understand their current volume and future needs for masks. They offer both 3-Ply Disposable Masks and KN95 Disposable Masks.

COVID-19 Test Kits [CLICK HERE FOR MORE INFORMATION](#)

Strategic Lab Partners is now procuring COVID 19 testing materials that includes Universal Transport Media and swabs. SLP has relationships with multiple transport media manufacturers and has the ability to create kits quickly for COVID 19 testing.

Personnel Management Kiosk [CLICK HERE FOR MORE INFORMATION](#)

Meridian's Personnel Management Kiosk features check-in and temperature verification capabilities. This safety solution can also be programmed for facial identification, with users easily added in a few short clicks.

Ready to Heat Meal Solutions [CLICK HERE FOR MORE INFORMATION](#)

Spotlight on new vendor, Gourmet Foods, for Value First members using Vizient contracts, that provides fully cooked lifestyle meals for senior living communities.

As you continue to serve your residents, please do not hesitate to reach out to me to assist you in finding items that you need for your staff and community. I am an extension of your LeadingAge association, and am available to not only help you find money saving solutions for your community, but also your PPE.

Best wishes for your Holiday Season,

Terry Romin
224-230-7265
tromin@valuefirstonline.com