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WEB UPDATE



www.acomedsupply.com
version 2 is now up and running with an on-line shopping basket. This addition will make ordering easier than ever for our customers that do business on-line. Coming soon will be individual customer order forms available on-line. If this feature is something you are interested in, please contact Nancy Feder through our web site or notify your ACO Med Supply sales representative.

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dj Orthopedic Acquires DePuy Orthopaedic Technology

Once again dj Orthopedics is striving to NEVER STOP GETTING BETTER. In July dj Orthopedics announced the acquisition of DePuy Orthopaedic Technology, a division of Johnson & Johnson. This strategic transaction will strengthen dj Orthopedics' leadership role in the orthopedic recovery products industry by extending its reach to both national and international markets according to Les Cross, President and CEO of dj Orthopedics.

"Ortho Tech is one of the oldest and most recognizable names in the industry and manufactures products and services that will compliment our current lines while expanding our offering in sports medicine. It is a good fit for our customers and our Company", said Cross.

While dj Orthopedic has always been a leader in the orthopaedic market, the Ortho Tech addition places DonJoy in the forefront for OfficeCare (stock and bill program) and also for national contracts—all of which offer a higher service level to our customers. The staff of dj Orthopedics and its distributors have gone to great lengths to ensure that both the Ortho Tech and DonJoy customers are comfortable and well informed during the transition. If you, our customer, have questions, comments or concerns, please direct those to your ACO Med Supply representative or Stuart Ross. We thank you for your support during this time of growth for dj Orthopedics and look forward to positive changes in the future.

STU GOES SOUTH

ACO Med Supply would like to thank our customers that contributed orthopaedic products for The Baptist Medical Dental Mission trip to Honduras. We collected hundreds of products and capital equipment. These contributions were extremely well received by the mission group and were put to good use during the September medical mission trip attended by Stuart Ross.

Over 2400 patients were successfully treated in 5 primary areas: pediatrics, nutrition, dental, optometry, and pharmacy with over 9,000 prescriptions being filled. Our plans are to continue to support the efforts in Honduras. If you would like additional information please contact Steve Long at 704-865-9622. Again, thank you from both Stuart Ross and the people of Honduras for your generosity and support.

AWARDED ARTHROTEK® DISTRIBUTORSHIP

ACO Med Supply was recently awarded the Arthrotek distributorship for North Carolina and South Carolina. Arthrotek, Inc., Biomet's sports medicine subsidiary, offers a complete line of arthroscopy products. Arthrotek, working in conjunction with the industry's most innovative surgeons, focuses its research and development efforts on technique-specific instruments for anterior cruciate ligament and arthroscopic shoulder repair.

ACO Med Supply brings over 34 years of orthopaedic healthcare experience to the local marketplace. Our goals are simple:

- ▶ To provide innovative product solutions in minimally invasive surgery that are cost effective and enhances the quality of life.
- ▶ To provide products of the highest quality, backed by significant research, unique design, and the highest manufacturing standards.
- ▶ Our representatives will be professionals, thoroughly trained and able to service and demonstrate each product we represent.

Arthrotek shares in our commitment to achieve these goals. We believe both companies are positioned to offer new and exciting products that will allow for significant achievements for both patient and surgeon. We look forward to delivering new solutions in our quest to become the leader in arthroscopy.

Bone Mulch™ Screw-WasherLoc™ Device

The Tuneloc® Bone Mulch™ Screw, an excellent endoscopic fixation device for hamstring grafts, achieves the following fundamental objectives:

- Allows for visualization of graft during fixation process.
- Compression of bone mulch within the femoral tunnel.
- Secure initial mechanical fixation.
- Provides superior graft stiffness.

WasherLoc™ tibial graft fixation device provides a more secure tibial fixation for soft tissue grafts.

- Low profile
- Greater fixation strength.
- Greater resistance to slippage at sub failure loads than an interference screw.

For more information call 800-351-8006.

ARTHROTEK®
A BIOMET COMPANY

OfficeCare Just Got BIGGER and Better

With the addition of the Partners Program (Ortho Tech's stock and bill program), DonJoy OfficeCare is now one of the largest stock and bill programs in the nation. We now have over 200 insurance contracts and successfully bills thousands of claims each month. It is through time and numerous OfficeCare account additions that dj Orthopedics has created a program as streamlined and efficient as OfficeCare.

We can now tailor the program to fit the individual practice. Many of the OfficeCare accounts are large enough to place a dj Orthopedic employee, usually an orthopedic tech or athletic trainer, in the practice to administer the program on-site. This is one of many ways we're committed to making OfficeCare work for your practice.

If you are considering a stock and bill program for your practice, consider OfficeCare. Your ACO Med Supply sales representative will give you the program details and references within our region using the OfficeCare program. Getting started is easier than you might think.

CELESTONE

One shot, works two ways! A short acting ingredient gives relief between the lidocaine wearing off and the long acting ingredient kicking in. Because there are two active agents, two units may be billed under code J0702. Celestone, choose the sure shot!

See Your Local ACO Med Supply Sales Rep
for GREAT Promotional Pricing



The Sure Shot!

500 Hundred Reasons To Purchase A Midmark Sterilizer

ACO Med Supply has continued to grow in the med-surg market. This is our second year distributing the Midmark product line. Last year's sterilizer promotion was a great success, this fall we're already off to what's sure to be another great promotion!

In addition to promotional prices on two different sterilizers, you could choose:

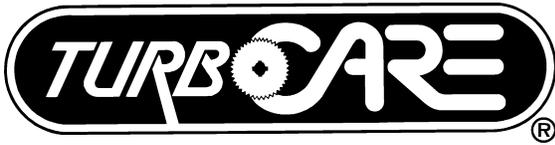
*Incentive Option A: \$500 Rebate Check, or

*Incentive Option B: With a trade-in purchase, \$500 rebate plus a choice of 3 gifts ranging in value from \$440 to \$538.

*Now is the time to buy...
we'll give you
\$500 reasons why!*

**Limited Time Offer*

Crank Up The Power With



CAST REMOVAL SYSTEM[®]

Get the most power with less noise and vibration

•
Advanced engineering cuts noise
to a fraction of former levels

•
The motor is designed to combine high power with
low vibration, a turbo switch was added for the option
to boost power only when needed, which keeps the
system running at peak efficiency.

Contact your local ACO Med Supply Sales Representative
for our 4th quarter promotional prices.

1

2

3

86% Effective

95% Patient Compliance

100% Smart Choice

\$ **13⁹⁵** each

*introductory price,
30 day money back guarantee*

Utilizing the windlass
effect; found to be most
effective method of
plantar fascia tensioning

...now used at foot and ankle
teaching programs nationwide

Modular Spinal System **WOWS** Marketplace

ACO Med Supply is proud to offer the new California Soft Spinal System from Orthomerica. This is a modular spinal orthosis like no other; the indications for use are back pain, discogenic disease, postoperative spinal fusions, laminectomies, spondylolisthesis, and spondylolysis.

This is a totally modular, totally adjustable lightweight LSO/TLSO System. A few of the feature/benefits our customers have found most appealing are:

- ▶ Greater Patient Comfort - Resulting in Greater Compliance
- ▶ Simple, Easy Donning and Doffing For Patient and Care Giver
- ▶ Competitively Priced
- X-Ray Compatible
- Strapping arrangement enables easy to adjust compression, even for geriatric patients
- Pre-formed ABS neutral or pendulous anterior insert panel, neutral Or 0° posterior insert panels
- All components pre-drilled for retrofitting and interchangeability
- Hypoallergenic, breathable foam wicks away moisture
- Available prefabricated or custom-to-measurements

If you'd like more information on this unique, effective system, please contact your ACO Med Supply sales representative for a product demonstration.

NATIONAL
contracts
N A T I O N A L

If you are a member of a contract or buying group, chances are, we are too! dj Orthopedics has 19 national contracts with more being processed.

We realize how important it is to have affiliations with contracting groups, that's why we work hard to stay abreast of national contracts and new buying groups.

The addition of Ortho Tech brought with it many important contracts that allows us to better serve our customers.

In addition to the 19 contracts we have, there are several pending signatures and more in the processing stage.

If you have questions regarding our contract affiliations, please contact your local ACO representative.

Columbia-HCA
VHA Premier
Amerinet
Government-GSA
HealthSouth
Kaiser National
Purchasing
Alliance
Amerinet Elite
Magnet Hospital
Purchasing Service



2205-A Distribution Center Dr.
Charlotte, North Carolina 28269

2000 SALES MEETING — DECLARED “THE BEST YET”

ACO Med Supply held its annual sales meeting Sept. 21st - 23rd in Charlotte, NC. DonJoy was well represented as well as many other prominent companies.

As the new North Carolina and South Carolina distributor for Arthrotek much time has gone into training our sales team to service Arthrotek customers. An entire day was spent in a hands-on lab with Arthrotek product managers instructing on procedures and technique.

Three ACO Med Supply sales representatives were recognized with five-year service awards. Those sales representatives were: Rod Ferguson, Jim Reeks and Tim VanSchaick. These three tenured sales representatives also lead the organization in total sales and consistent sales growth. Please join us in saying congratulations and thanks for five great years.

Tim VanSchaick was also honored with a top sales volume award. Tim has consistently grown his sales during his five-year tenure and leads the company in total ACO Med Supply sales. His customers recognize his commitment to their business and his dedication to being the best in his field. Tim is an asset and a valued team member of ACO Med Supply. Thanks and congratulations Tim!



DonJoy® PainBuster® SoakerCatheter 6.5

This catheter is a significant advancement in the delivery of wound site post-operative pain management. Used in conjunction with the DonJoy PainBuster Pain Management System, the 2-1/2” soaker portion of the catheter provides continuous infusion of a non-narcotic, local anesthetic directly into the wound and/or incision site(s). For more information call 800-351-8006 or contact your local ACO Med Supply sales representative.

Soaker Catheter Accessory Kit

11-0941

5 Kits... \$190⁰⁰