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ACO Med Supply is a privately held business, not part of some ponderous, policy driven conglomerate. Our policy is not to spend a lot of time on procedures but to spend time on our customers. ACO will always move quickly, decisively, and independently without shareholders looking over our shoulders for more profits at the expense of client service. We run the system as opposed to the system running us.

Stuart Ross

MIDMARK — THE MARK OF EXCELLENCE

An international leader in the healthcare community has chosen ACO Med Supply as a distribution entity in the Carolinas and Virginia. Most commonly known for their excellence in examination tables, Midmark also manufactures specialty tables, sterilizers, casework, seating, refrigeration and exam lighting. Established in 1915, Midmark is headquartered in Versailles, Ohio. Through the dedication of its team members Midmark has created a worldwide presence and product recognition.

Ask your ACO Med Supply sales representative for more information on the Midmark product line. We at ACO are proud to be a part of the Midmark family.



Fall For A Great Promotion

Have you tested your sterilizer lately? Midmark began its fall sterilizer promotion on September 15th. If you're in the market for an additional sterilizer, or if your current one needs replacing, consider a M9 or M11 by Midmark. Not only are the M9 and M11 the market leaders in sterilizers, Midmark is offering a promotion that is hard to ignore.

With the purchase of a M9 or M11, Midmark is giving away great gifts. Consider getting a gift of \$500 cash or a Xerox WorkCentre 470c (\$1000 value), or with a trade-in unit,

both! Midmark has a number of promotional gifts to choose from, but remember, this is a limited time offer, so act now and call your ACO Med Supply representative for the details.

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The Brace with ATTITUDE

DonJoy's newest knee brace, 4TITUDE, was released during the third quarter to great reviews. The 4TITUDE is a unisex knee brace ideally suited for mild to severe ACL and/or PCL, MCL and LCL instability. Its design is appropriate for both the active and the sedentary patient and is recommended for patients participating in contact or even water sports.

4TITUDE constitutes a new generation in off-the-shelf bracing and builds upon the successes of DonJoy's Legend and GoldPoint. The 4TITUDE is designed utilizing DonJoy's patented Four Points of Leverage. This unique system of cuffing and strapping works to apply a constant load to the tibia. In turn, this load prevents the tibia from translating. Only DonJoy braces apply a dynamic force to actively resist tibial translation. Other notable features include low profile that fits easily under pants and dresses. The brace weighs only 18 ounces, yet is stronger than its predecessors. It is available in seven sizes and lengths. For more information, contact your local ACO Med Supply sales representative.

Injectables Now in the Mix

NOTABLE NOTES

In response to our customers requests, we have recently added injectables to our product offering. Many offices continue to scale back the number of companies they buy from, opting to take advantage of distributors like ACO Med Supply, who represent many manufacturers. Adding injectables puts us one step closer to becoming your **ONE SOURCE**. Your ACO Med Supply sales representative can provide you with the details of our new injectables product line.

REHAB IN MOTION

Select Rehab, an ACO Med Supply sister company, is a supplier of rental Continuous Passive Motion (CPM) machines, and cryotherapy units. CPM machines are long term, high usage pieces of equipment. They must be durable, easy to use, and must fit the patient properly. Just as important as the equipment is a reliable and experienced professional to support and instruct in the use of the equipment.

Select Rehab offers service that is second to none with same day placement and immediate response with the rental units. Prior to delivery, a Select Rehab representative meets with the patient and individually positions and fully instructs in the usage of the machine. Staff is available to support the patient in the CPM operation 7 days per week, 24 hours per day. Patient follow-up is made weekly to monitor therapy progress and answer questions regarding the CPM unit.

Select Rehab understands the needs of the clinician and the patient, building a reputation of dedication and commitment in the community. Choosing Select Rehab offers the assurance of quality and service for you and your patients. Contact your ACO Med Supply representative for more information on Select Rehab CPM rentals and cold therapy units.

Locally Manufactured Physician Seating

Hassoc Medical, located in the research triangle area of NC, is a manufacturer of high quality medical products utilizing ISO9000 manufactured parts. The use of ISO9000 components ensures uncompromising quality, finish, and a product that will provide you with years of trouble free service.

Hassoc Medical has positioned themselves to become a leader in the physician seating market by competitively pricing their products and backing the quality with a lifetime warranty. ACO Med Supply is excited to be a new player on the Hassoc distribution team.

Effective October 1, 1999 ACO Med Supply is offering a promotional price of \$159.00 on the PS9702 pneumatic stool. This promotional pricing will remain in effect through year end. Please contact your ACO Med Supply representative for additional product information.

Techline Specialists in Modular Cabinetry and Furniture

ACO Med Supply is proud to announce its affiliation with Techline, a cabinetry and professional furniture company. ACO Med Supply continues to strive to add products and services that enable us to service our customers from initial office set-up to stocking products on the shelf.

Techline, a specialist in the design, manufacture, and implementation of commercial cabinetry, has specific expertise in medical applications. Techline makes a broad system of storage and filing cabinets, partition panels, and office furniture.

The Techline system of commercial cabinetry was designed specifically to fit the space and perform the tasks of outpatient healthcare facilities. It is highly versatile, adapting to many different types of work space environments, and available in several distinctive finishes. A unique aspect of Techline is its modularity. When you move or expand your work space, the components may be reconfigured and added to. On larger projects Techline will work with the client's architect, designer, or contractor to optimize the

functionality of available space and budget. For smaller offices Techline provides a full turnkey service, including workspace planning and professional installation.

Also available from Techline is the much anticipated BodyBilt, 10 Point Posture Control Seating. BodyBilt is the most adjustable line of seating on the market. BodyBilt was originally conceived to meet the exacting needs

of microsurgeons. BodyBilt emphasizes a healthier posture for jobs ranging from the cleanroom to the boardroom.

This active ergonomic design promotes an open posture that has been shown to significantly reduce muscular stress.

For more information on the Techline products, contact your local ACO Med Supply representative or call 800-351-8006 for more information.



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ACO “Settling In”

We’ve been in our new facility for several months now and are finally “settled in”. We have found that our efficiencies have soared and we’ve had a number of record months. Inserted into the newsletter is a customer survey. We would greatly appreciate your taking the time to complete it, and fax it in to us. It’s your opinion that matters most. Let us know what we’re doing right, or wrong, and what we could do to serve you better.

We are growing at a tremendous rate. ACO shares DJ Orthopedics motto of “never stop getting better”. We do it without big business policies, shareholders and lengthy red tape. Our independence allows us to react quickly to changes in our industry. We continue to grow and add new products and services that enable you to count on ACO Med Supply as your **ONE SOURCE**.

