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LET'S GO SURFING

The ACO Med Supply web site (www.acomedsupply.com) is complete. Please visit our site to get information on current promotions, products available through ACO, and other company information. Feel free to e-mail your comments in the Information Request section and let us know how we may serve you better. Our goal is to continue to evolve to the next level by adding shopping basket capabilities to streamline the purchasing process and allow for greater efficiency.



Our web site is one more way we're making it easier to communicate and pass along important information. Remember, its www.acomedsupply.com.

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SPRING INTO ACTION CAMPAIGN 2000

As a nation we have the good fortune to have access to talented and well-trained medical professionals, state-of-the-art equipment, plentiful medical supplies, and the assurance of medical care. Many third world countries have desperate circumstances in trying to care for their sick and wounded. Organizations and individuals worldwide step up to do their part in lending a helping hand.

In 1998 Hurricane Mitch caused widespread destruction in Central America, among those hardest hit were the Hondurans. In an already poverty stricken country with little resources, it will take literally decades to recover from the losses caused by Hurricane Mitch.

I would like to help make a difference and I invite you to join me. As part of our "Spring into Action 2000" campaign, let's start with a little spring cleaning. I'm sure we all have old supplies that need to be cleaned from our supply closets. If we pool our efforts and resources we truly can make a difference.

Your donations will go to Honduras Mission c/o The Baptist Medical Dental Mission. This non-denominational organization was established in the 1970's. Mission groups travel to Honduras to share a spiritual message and administer medical and dental services to Honduran villages. Last year The Baptist Medical Dental Mission treated 2,400 people during their one-week stay in Honduras. A busy week of clinics by anyone's standards!

Your sales representative will be asking you for products to donate in the coming weeks. Your donation is tax deductible so make sure you keep a listing of all products donated. ACO will provide a letter of thanks for your donation to place with your product list for tax records. ACO Med Supply will consolidate supply contributions for shipment to Honduras.

If you would like to make a monetary donation please make check payable to Honduras Mission c/o First Baptist Church of Cramerton, 235 Eighth Avenue, Cramerton, NC 28032. For more information regarding participating in the mission trip, contact Steve Long at 704-865-9622. Thanks in advance for your support of our "Spring Into Action 2000" campaign.

Sincerely,

Stuart Ross

ADJUST THE WAY YOU THINK ABOUT FIT RIGHT OFF-THE-SHELF

Dj Ortho launched the new OAdjuster Knee Brace during the recent AAOS in Orlando, Florida. The new brace features a Progressive Loading System, Bi-Axial hinge and DonJoy's patented "4-Points of Leverage" design, which allows for moderate to high levels of activity in patients suffering normal to severe osteoarthritis pain.

The OAdjuster's Progressive Loading System puts relief in patients' hands by enabling them to vary the load over time with an adjustment key. This integrated patient-controlled load adjustment and its bi-axial hinge allows for a double upright design to contour to the leg and still fit comfortably while applying this load. As an accessory option for the medical professional, a load sensor is available that determines how much force the brace is applying to the joint, another DonJoy exclusive.

For the one in six Americans who suffer from some form of arthritis and the 17 million knee OA patients, the 4-Point Dynamic Leverage System is especially important in the way it suppresses abnormal tibial drawer. The OAdjuster is lightweight (21 oz.) and features seven size options, creating maximum comfort and stability without migration.

For more information about this dynamic new brace, contact your local sales representative or call 1-800-351-8006.

HAPPY ANNIVERSARY



ACO MED SUPPLY AND JIMMY GRAY

ACO Med Supply was established in 1995. Jimmy Gray, Operations Manager, was the first ACO Med Supply employee. Much of the

tremendous growth and success ACO has experienced must be attributed to Jimmy's selfless dedication to making ACO Med Supply a leading medical distributor. Five years ago ACO was a distributor for three companies, today over forty companies are represented.

The ACO sales representatives have experienced the growth along side ACO Med. They have been key in establishing ACO's place in the market. We would like to acknowledge their hard work and dedication to ACO Med Supply over the past five years as well.

But in the end, the growth is due to our customers'. We appreciate your confidence in our abilities and our service. As we prepare for the challenges and growth of the coming years, we would like to extend our sincere gratitude to our customers and say thanks for your support in the past, present, and future.

AMERICAN ACADEMY OF ORTHOPAEDIC SURGEONS

On March 15, 2000, the AAOS meeting was held at the Orange County Convention Center in Orlando, Florida. DonJoy products were prominently displayed in the dj Orthopedics booth. The new osteoarthritis brace, OAdjuster, was launched receiving a great deal of interest specific to the load sensor device and the biaxial hinge design.

ACO Med Supply and members of its sales team were recognized by DonJoy for outstanding performances based on both sales achievement and territory management. The award recipients were: Rod Ferguson, Platinum Club Award and also One Million Dollar Sales Award; Jeff Turner, Gold Club Award; Tim VanSchaick, Platinum Club Award; ACO Med Supply was a first time recipient of the Five Million Dollar Sales Award, and also a Gold Award.

Please join us in saying thanks and congratulations to these outstanding sales representatives for a job well done. Each member of the ACO sales team prides themselves on not only meeting but exceeding customer and patient expectations. We will all be working hard to surpass our current achievement levels and rise to even higher levels. Our goal is to "Never Stop Getting Better"!

CPM PREFERRED PROVIDER

Select Rehab specializes in Continuous Passive Motion (CPM) machines and cold therapy. The staff is specifically trained to provide patient education, monitor patient progress, troubleshoot equipment and process insurance claims. The technical staff of Select Rehab provides service 24/7 with timely response and follow-up. Because of this dedication and commitment, orthopaedic clinics throughout the Carolinas choose Select Rehab as their preferred vendor for home CPM service.

Mike Osborne, Select Rehab Sales Manager, takes personal pride in the company's growth over the past eight years. "Select Rehab has really come a long way. We are proud of the hard work and dedication of our employees."

Miller Orthopaedic clinic in Charlotte, NC relies on Select Rehab to service the majority of its home CPM patients. Mike Dilello, PA-C at Miller Ortho, states, "It is imperative that we feel comfortable with our patient's education on the equipment and that their questions are answered timely and satisfactorily. This is always the case with Select Rehab".

"We count on Select Rehab to come through for us each and every time we have patients needing CPM and cold therapy," says Lenny Robinson, surgery scheduler for Miller Orthopaedic.

"Even when equipment is ordered on a "stat" basis, Select always takes care of business."

NATIONAL CONTRACTS

As the DonJoy distributor for the Carolinas and Virginia, there are a number of national contracts for which ACO Med Supply is the authorized provider and distributor for. If you are a member of one of the contracts listed below, you may order DonJoy products through your ACO sales representative, taking advantage of the contract pricing and national rebates. If you would like additional information, please feel free to call your ACO sales representative or Judy Garcia, Director National Accounts at dj Orthopedics, LLC (800-336-5690).

COLUMBIA
PREMIER
NOVATION/VHA ORTHOPEDIC
OPPORTUNITY PROGRAM
AMERINET
HANGER/NOVACARE

We have found numerous facilities use their contracted pricing and consolidate purchasing through one distributor to reduce overall cost. This is the primary reason that ACO Med Supply represents over 45 manufacturers and joined ABCO to add a full range of med-surg supplies and injectables. At ACO Med Supply our mission statement remains:

At ACO Med Supply, Inc. we have created a company committed to one thing, you, the customer. Our staff will work with a single-minded goal of supplying technologically advanced medical products through the best procurement system available at competitive prices. We are here to provide you and your patients with the best service possible.

ABCO Dealers, Inc., is a national association of local, independently owned, medical supply distributors. ABCO was established in 1953 by a group of independent medical supply distributors dedicated to negotiating better pricing and service on medical products and equipment through volume purchasing. Today, **ABCO Dealers, Inc.** is the largest purchasing group of its kind with independent medical supply dealers and service outlets across the United States, Canada and Puerto Rico.

ACO Med Supply has been an **ABCO** member for two years. We have continuously increased our med/surg product offering based upon customer requests. Not only are we able to offer literally thousands of products through **ABCO**, but we do it at competitive pricing with direct sales representatives to service every account.

ABCO products are carefully chosen and always offer a money back guarantee of complete satisfaction. As an **ABCO** distributor, ACO Med Supply is backed by over 46 years of experience in servicing physician offices, hospitals and clinics. Thanks to **ABCO**, you can count on ACO Med Supply as your **ONE SOURCE**.



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



DonJoy VIP Program Sunny San Diego, CA

Throughout the year DonJoy has scheduled VIP weekends for customers. The weekends are both educational and enjoyable. The staff at dj Ortho works hard to ensure that the attendees know they are Very Important People!

There are currently three confirmed VIP weekends with three additional weekends in the planning phase.
(July 27-30, August 24-27, October 26-29)

2000 VIP Speakers and Topics

February 10-13	Pierce Scranton, M.D.	Foot and Ankle
May 11-14	Heinz Hoenecke, M.D.	Pain Management
September 21-24	William Bryan, M.D.	Shoulder

If you're interested in attending one of the scheduled weekends, please contact your sales representative. Your sales representative will also have updated information regarding the three additional VIP weekends once there are confirmed dates and speakers.

DonJoy's VIP weekends are one more way we strive to
"Never Stop Getting Better".

Scotchcast Conformable Splint

- ▶ Enhanced clinical performance
- ▶ 3M Scotchcast Conformable Splints absorb 60% less water than standard felt splints.
- ▶ Pre-Cut Convenience
- ▶ Less Water Against Patient's Skin
- ▶ Conformable
- ▶ Cost Effective