



2205-A Distribution Center Drive
Charlotte, North Carolina 28269

SPRING TELEPHONE SPECIALS!

Please call your order directly in to our customer service representatives and ask for your *spring promotional prices on the following items:

*Prices effective May 1 – June 28, 2002

Miltex three Prong Cast Spreader

MT27-3100



only
\$ 199⁹⁹

Regularly \$260.00

Midmark M9 UltraClave™ Sterilizer

MK-M9

only
\$ 3215⁰⁰

Regularly \$3923.00



1.800.351.8006 or (704)921.0116

We're Growing - BIGGER and BETTER Than Ever!

ACO Med Supply is pleased to welcome 13 new sales representatives and a new sales manager. In Florida and Alabama we welcome the dj Ortho Distributors to represent ACO Med Supply. The fit couldn't be more perfect; they already have DonJoy and ProCare lines, now through ACO Med Supply; they represent 200 more manufacturers. The Florida and Alabama representatives were initiated into the ACO family while attending ACO's sales meeting held in Charlotte last fall.



We are also pleased to announce the addition of a new med-surg representative, **Skip Acker**, in Hilton Head, South Carolina. Skip brings years of experience and expertise to ACO and our coastal customers.

In North Carolina's Winston / Greensboro area we welcome **Cole Parsons, PT**. Cole, a previous Smith and Nephew Rehabilitation Division sales representative, also has experience as a practicing Physical Therapist, he will service our DonJoy and ACO customers.

To help manage this growth, **Greg Wylie** was named as ACO Sales Manager. Greg has over twenty years of medical sales experience and was previously employed by Johnson and Johnson, Ethicon Division. He resides in Charlotte, North Carolina.

We couldn't be happier to have all 14 new representatives in our ACO family. Please join us in welcoming each one.

Florida and Alabama ACO Med Supply Representatives

Mr. Carl Bax has been a dj distributor for going on two years. He has two representatives, **Craig Paterra** and **Craig Carter**, within his territory of West Coast Florida. Carl was previously employed by J&J.

Mr. Paul Waxman has been a distributor with dj for fifteen years, previously working with Southeast Medical Products. Paul has one representative, **Erin Gear**, working with him in the Jupiter to Key West, Florida territory.

Mr. Spencer Sappington covers all of Alabama, excluding Mobile. He has been a

dj distributor for ten years. Spencer has two representatives, **Sandra Caldwell** and **Jim Gorman**, working with him in Alabama.

Mr. Bob RoJahn covers the Northeastern sector of Florida. He has been with dj for a year and a half.

Mr. Monty Jones has represented dj Orthopedics for eight years. He covers the Florida panhandle and southern Alabama areas.

Mr. Greg Hill covers both central and the southeast coast of Florida and has represented dj Orthopedics for two years.

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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.

2002 AAOS Meeting And the Award Goes to...

The American Academy of Orthopaedic Surgeons held in Dallas, TX, February 13th through the 15th, was an exciting meeting for dj Orthopedics and its distributors. Prior to the start of the AAOS, dj held its annual awards dinner. ACO Med Supply was awarded ten achievement awards. The following sales reps were recognized and awarded for their territory management and growth: Kenneth Tucker, Tim VanSchaick, Darren Hadley, Jeff Turner, Rod Ferguson and Jim Reeks. Tim VanSchaick, Rod Ferguson and Dean Dunbar were awarded the Million Dollar Sales Award. The distributorship was recognized with two achievement awards as well. Congratulations to the sales team, support staff and management staff of ACO Med Supply, each person plays a vital role in our overall success.



ACO Med Supply – Your “Set-Up” Specialist

More and more often, ACO Med Supply is being called upon for initial office set-ups. We now distribute for over 200 different companies. Not only can we supply you with everything from your custom casework to your stethoscopes, we can pull from various vendors to capture the exact price point you require to stay within your budget.

Our sales representatives have gained experience in working with architects and administrators to manage the set-up process and can pass that experience along to you, helping to eliminate some of the pitfalls that may occur through the learning curve.



If you are anticipating a new office or renovation, let ACO Med Supply show you what we have to offer. We think you'll be pleased

with handing off the leg-work to a “set-up specialist”. For more information call your local ACO Med Supply Sales representative or 800-351-8006.

SportsRAC™ Arm Care System Available May 1

SportsTrac® Systems, Inc., a leader in the development of physical rehabilitation/recovery systems and performance enhancement products, is introducing the SportsRAC™ Arm Care System, the proven computer-based therapeutic equipment that efficiently improves the recovery and maintenance process for injured and post-operative shoulders.



“Therapy for a post-operative shoulder can be slow and painful,” said Dr. Ralph Gambardella, an orthopedic surgeon at the Kerlan-Jobe Orthopedic Clinic, who specializes in shoulders. “But if an operated joint sits too long without any rehabilitation, it can lose the motor control it had prior to surgery. SportsRAC offers the chance to gain this mobility at a more efficient rate than ever before, thereby improving recovery time.”

SportsRAC has a significant performance advantage that sets it apart from any other shoulder rehabilitation product because of its “non-resistive” therapy, allowing for pain- and stress-free shoulder exercise. It can also be used to maintain shoulder strength, in addition to assisting with shoulder injury recovery.

“Because the SportsRAC is a non-resistive, interactive therapy, it allows post-operative patients to start the rehabilitation process sooner,” said Marc Silverman, SportsTrac Systems, Inc. president and CEO. “And because it’s covered by workers’ compensation insurance and most major insurance carriers, more and more people can take advantage of the early intervention therapy SportsRAC offers.”

The SportsRAC Arm Care System will be available through ACO Med Supply on May 1, 2002. For more information contact your ACO sales representative or call customer service at 800-351-8006.



The surgical division of dj Orthopedics, Alaron Surgical, was launched in July 2001. Alaron is a brand new company backed with two decades of experience. We know that dj Orthopedic customers expect the very best. Which is why the company that revolutionized rehabilitation technology now brings that same commitment of excellence into the OR.

The Alaron products are engineered and manufactured with the user in mind. Quality of design, ease of use and functionality are the hallmarks of Alaron’s product line. Designed to stand up to the rigors of the OR and developed to provide real solutions to the intraoperative complexities faced daily.

Alaron is absolutely committed to research, development, and innovation. Alaron’s facility boasts a 10 station surgical skills training lab, The Clinical Education & Research Facility, or CERF. The VIP program, outlined below, allows our customers a hands-on opportunity to work with the Alaron product line. If you are interested in learning more about Alaron Surgical Division, please contact your dj Orthopedics / ACO Med Supply sales representative at 1-800-351-8006.

*Cruciate Ligament Repair System - ACL • EndoLok™ Interference Screws • Bilok™ Screws
EndoLok TPS™ • Twister™ Suture Disk • DuraFix™ Hamstring Anchors • ProCart™ System*

Become a dj “VIP”!

If you’ve never been a guest of dj Orthopedics at the Vista, California facility, consider becoming a “dj VIP”. The weekend consists of renowned speakers, hands-on lab, and interacting with your colleagues from throughout the US. Come experience the sun and fun that California has to offer, with a host second to none, the DonJoy folks.



If you’re interested in learning more about the dj Ortho VIP weekends, please contact your local dj/ACO Med Supply sales representative, or call 800-351-8006.



The VIP weekend agenda consists of the following:

Thursday:	Arrival into San Diego	
Friday:	8:00 – 8:30 a.m.	Welcome to dj Orthopedics
	8:30 – 11:00 a.m.	Facility Tour
	11:30 – Noon	Product Discussions
	Afternoon	Scheduled Entertainment
	7:00 – 9:30 p.m.	Dinner
Saturday:	8:00 – 8:30 a.m.	Continental Breakfast
	8:30 – 10:00 a.m.	Surgical Lecture
	10:00 – 12:30 a.m.	Alaron Surgical Lab
	Afternoon	Scheduled Entertainment
	7:00 – 9:30 p.m.	dj Hosted Dinner
Sunday:	Depart San Diego	

Upcoming VIP dates are:

June 6-9	October 17-20
August 22-25	November 7-10
September 12-15	December 5-8