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MMS Ventures into EMS as a Result of a National Award

ST. LOUIS, MISSOURI - September 20, 2007. The League of Oregon Cities in association with National Purchasing Partners (NPP) has publicly awarded MMS - A Medical Supply Company (MMS) the potential of \$10 to \$12 million in sales for the company over three years with three one-year extensions. The League of Oregon Cities (LOC) hosts a network of 241 incorporated cities in Oregon.

MMS typically contracts with governments, hospitals and other healthcare organizations to provide distribution of medical supplies. As a result of this new agreement, MMS has established a new EMS Medical Services division. “They negotiate (medical supply distribution) on behalf of emergency medical services and fire/rescue groups around the country,” said Tom Harris, MMS Executive Vice President. “EMS and fire/rescue are a new market for us.”

This award was a very pleasant surprise for MMS Vice President of Acute Care, Rich Hawkins, who was responsible for spearheading the contract. Through his relationship with Amerinet, a St. Louis Group Purchasing Organization, Rich became aware of the League of Oregon Cities RFP.

NPP Senior Vice President, Andrew Forrester stated that his organization expects to have the MMS contract finalized in the next month on behalf of the LOC. “The league is a public entity that can write RFPs on behalf of its member cities. Once the contract is finalized, public entities in other states can piggyback off it and avoid the

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A Regional Distributor with a National Presence

RFP process. Our experience is that the league can negotiate better for those cities and entities than they can do on their own.” This new agreement includes supplies such as medical gowns and gloves, bandages, suture materials, IV sets, burn dressings and other wound treatment products. According to Harris, NPP also has members in the school clinic and college health services industry that may access supplies through the agreement.

About NPP

National Purchasing Partners was founded by Intermountain Healthcare/Amerinet and Health Resource Services - an Amerinet Affiliate. Amerinet is the most innovative and effective health care group purchasing organization in the United States. More than 1,800 hospitals and 16,000 non-acute care facilities find cost savings and value-added services through Amerinet's comprehensive contract portfolio.

About MMS

Founded in 1970, MMS, formerly Midwest Medical Supply, is one of the largest independent regional healthcare distributors. The company serves all of the specialized and diverse needs of the medical community with divisions dedicated to nursing homes, hospitals, physician practices, government facilities, specialty products, home care, hospice, pharmaceuticals as well as industrial business. MMS is headquartered in St. Louis, and is a Regional Distributor with a National Presence. MMS has distribution facilities in Phoenix, Arizona; Hartford, Connecticut; Plant City, Florida; Calhoun, Georgia; Tamuning, Guam; Broadview, Illinois; Carmel, Indiana; Wichita, Kansas; Baton Rouge, Louisiana; Secaucus, New Jersey; New Rochelle, New York; Raleigh, North Carolina; and Houston, Texas. For more information visit: www.mmsmedical.com.

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