



ADVANCING THE HEALTH OF HEALTHCARE

Medline Industries, Inc.

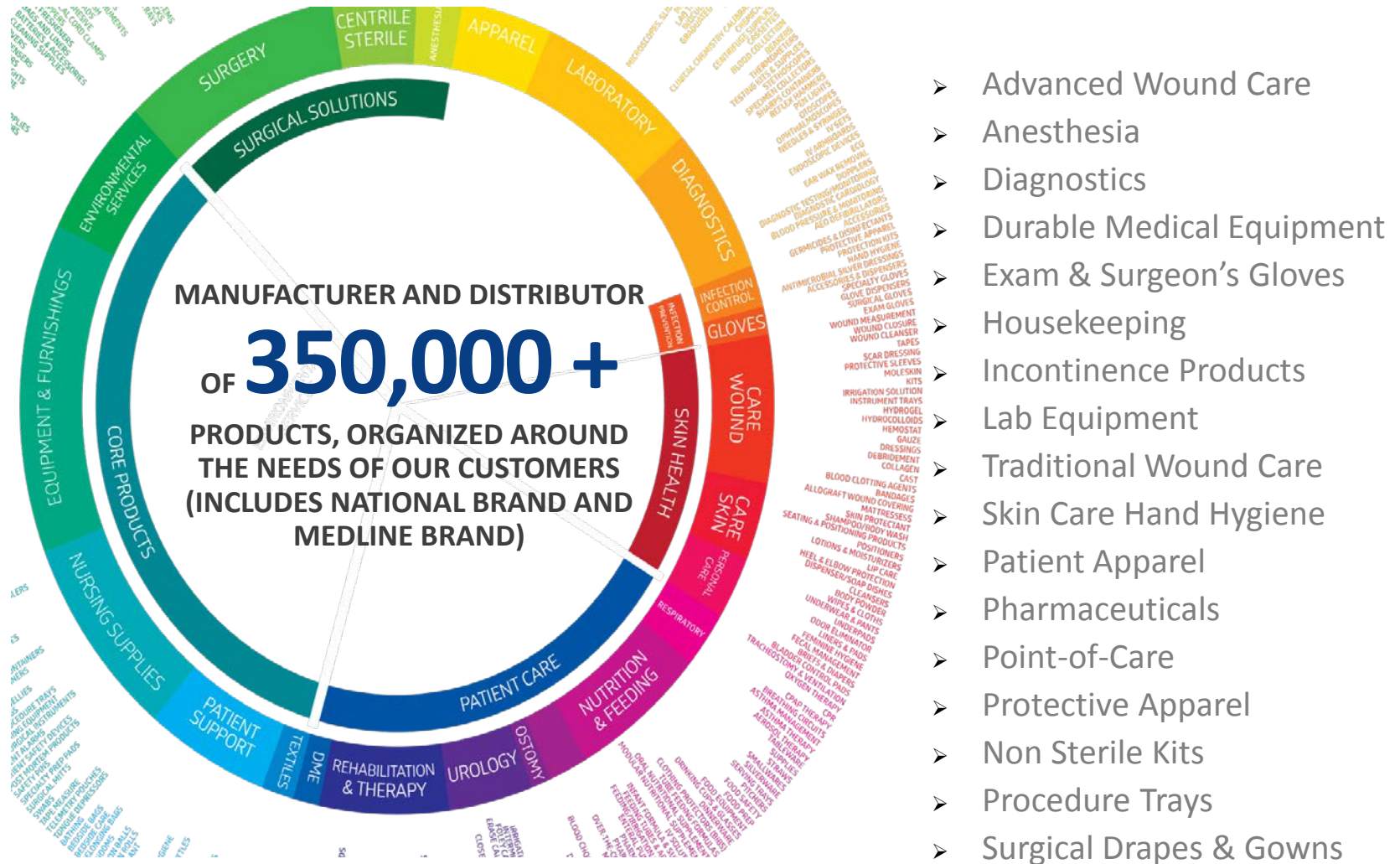
San Diego Medical Consultant – Brooke Douglas

Why Medline?

- Family owned since 1910
- Largest privately held manufacturer & distributor of healthcare products in the US
- Zero debt
- 1,400 + sales representatives and clinical specialists
- 36 distribution centers
- #1 leader in exam gloves, skin care, OR kits, incontinence products



BREADTH OF PRODUCT DISTRIBUTION



KEY PRODUCT LINES/MARKET LEADERS



Point of Care



Medication Delivery



Exam Gloves



Traditional Wound Care



Durable Medical Equipment



Sterile Procedure Trays



Protective Apparel



Textiles



Non-Sterile Kits



Skin Care & Cleansing



Surgical Gloves



Advanced Wound Care

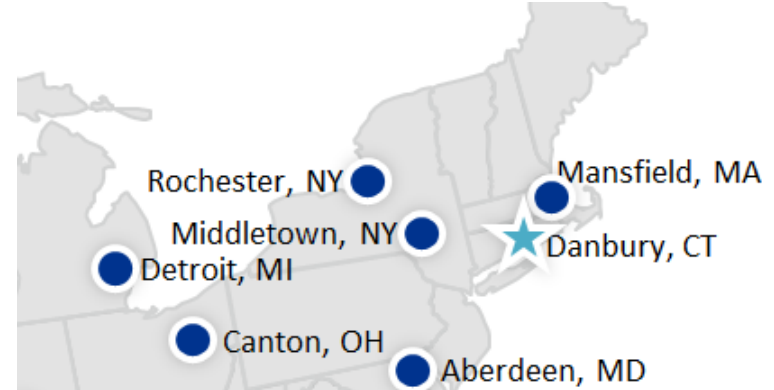
REDUCING COSTS

VERTICAL INTEGRATION

- » 40 Distribution centers
- » 18 manufacturing sites
- » Manufacturer and Distributor
- » Medline branded products
- » Lean solutions

+ Needles & Syringes

The Medline brand means quality and value you can trust. With hypodermics, it also means a full range of syringe capacities, color-coded needle gauges, safety features and Luer types.



+ Minor Procedure Trays

Instruments and trays that your practice uses for every day procedures are a specialty for Medline. From simple forceps to precise Mohs procedure instruments, we've carefully balanced consistently high-quality standard and economic value. Procedure trays, customized to your specific requirements, control costs, reinforce consistent practice and eliminate inefficiencies.



+ Gloves

Medline exam gloves offer a variety of choices. From hand soothing colloidal oatmeal inner coatings to convenient six-box packages ideal for physician offices, our innovative products offer rich features and multiple benefits for your staff.



Operations and Logistics Service Options



- Order by 3pm today, receive your order tomorrow
- Low unit of measure delivery
- Scheduled deliveries