



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFO NUMBER
VNF1010

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

VENDOR

*501112236 01 904-380-4537
GULF SOUTH MEDICAL SUPPLY INC
4345 SOUTHPOINT BLVD

JACKSONVILLE FL 32216

SHIP TO

DIVISION OF VETERANS AFFAIRS
VETERANS NURSING FACILITY

ONE FREEDOMS WAY
CLARKSBURG, WV
26301 304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/11/2011	Net 30 days	Commoncarrier/UPS/own trucks	FOB	FOB

BID OPENING DATE: **02/08/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		850-40		156,202.40
<p>INCONTINENT PRODUCTS</p> <p>OPEN-END CONTRACT</p> <p>INQUIRIES: WRITTEN QUESTIONS WILL BE ACCEPTED UNTIL CLOSE OF BUSINESS ON 01/31/2011. QUESTIONS MAY BE SENT VIA USPS, FAX, COURIER OR E-MAIL. IN ORDER TO ASSURE NO VENDOR RECEIVES AN UNFAIR ADVANTAGE, NO SUBSTANTIVE QUESTIONS WILL BE ANSWERED ORALLY. IF POSSIBLE, E-MAIL QUESTIONS ARE PREFERRED. ADDRESS INQUIRIES TO: TARA LYLE DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305 FAX: 304-558-4115 E-MAIL: TARA.L.LYLE@WV.GOV</p> <p>EXHIBIT 3</p> <p>LIFE OF CONTRACT: THIS CONTRACT BECOMES EFFECTIVE ON AWARD AND EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY</p>						

RECEIVED
 2011 FEB 14 AM 9:57
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS			
SIGNATURE <i>Tara Lyle</i>	TELEPHONE 904-380-4537	DATE 2/4/2011	
TITLE Sr. Dir State & Federal Contracts	FEIN 64-0831411	ADDRESS CHANGES TO BE NOTED ABOVE	

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
VNF1010

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF:
**TARA LYLE
 304-558-2544**

VENDOR

*501112236 01 904-380-4537
**GULF SOUTH MEDICAL SUPPLY INC
 4345 SOUTHPOINT BLVD
 JACKSONVILLE FL 32216**

SHIP TO

**DIVISION OF VETERANS AFFAIRS
 VETERANS NURSING FACILITY
 ONE FREEDOMS WAY
 CLARKSBURG, WV
 26301 304-627-2415**

DATE PRINTED 01/11/2011	TERMS OF SALE Net 30 days	SHIP VIA Common carrier/UPS/Own truck	F.O.B. FOB	FREIGHT TERMS FOB
-----------------------------------	------------------------------	--	---------------	----------------------

BID OPENING DATE: **02/08/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</p> <p>RENEWAL: THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>OPEN MARKET CLAUSE: THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT,</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: **904-380-4537** DATE: **2/4/2011**

TITLE: Sr. Dir State & Federal Contracts FEIN: 64-0831411 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
VNF1010

PAGE
3

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

VENDOR

*501112236 01 904-380-4537
GULF SOUTH MEDICAL SUPPLY INC
4345 SOUTHPOINT BLVD

JACKSONVILLE FL 32216

SHIP TO

DIVISION OF VETERANS AFFAIRS
VETERANS NURSING FACILITY

ONE FREEDOMS WAY
CLARKSBURG, WV
26301 304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/11/2011	Net 30 days	Commoncarrier/UPS/own trucks	FOB	FOB

BID OPENING DATE: **02/08/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THE STATE MAY DEEM THE CONTRACT NULL AND VOID, AND TERMINATE SUCH CONTRACT WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 05/26/2009</p> <p>THE MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>[Signature]</i>	TELEPHONE 904-380-4537	DATE 2/4/2011
TITLE Sr. Dir State & Federal Contracts	FEIN 64-0831411	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
VNF1010

PAGE
4

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE 304-558-2544

VENDOR

*501112236 01 904-380-4537
 GULF SOUTH MEDICAL SUPPLY INC
 4345 SOUTHPPOINT BLVD

 JACKSONVILLE FL 32216

SHIP TO

DIVISION OF VETERANS AFFAIRS
 VETERANS NURSING FACILITY

 ONE FREEDOMS WAY
 CLARKSBURG, WV 26301 304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
01/11/2011	Net 30 days	Common carrier/UPS/own trucks	FOB	FOB

BID OPENING DATE: 02/08/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	QAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
	EXHIBIT 4					
	<p>LOCAL GOVERNMENT BODIES: UNLESS THE VENDOR INDICATES IN THE BID HIS REFUSAL TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO COUNTY, SCHOOL, MUNICIPAL AND OTHER LOCAL GOVERNMENT BODIES, THE BID SHALL EXTEND TO POLITICAL SUBDIVISIONS OF THE STATE OF WEST VIRGINIA. IF THE VENDOR DOES NOT WISH TO EXTEND THE PRICES, TERMS, AND CONDITIONS OF THE BID TO ALL POLITICAL SUBDIVISIONS OF THE STATE, THE VENDOR MUST CLEARLY INDICATE SUCH REFUSAL IN HIS BID. SUCH REFUSAL SHALL NOT PREJUDICE THE AWARD OF THIS CONTRACT IN ANY MANNER.</p> <p>REV. 3/88</p> <p>PURCHASING CARD ACCEPTANCE: THE STATE OF WEST VIRGINIA CURRENTLY UTILIZES A VISA PURCHASING CARD PROGRAM WHICH IS ISSUED THROUGH A BANK. THE SUCCESSFUL VENDOR MUST ACCEPT THE STATE OF WEST VIRGINIA VISA PURCHASING CARD FOR PAYMENT OF ALL ORDERS PLACED BY ANY STATE AGENCY AS A CONDITION OF AWARD.</p> <p>NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p>DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p>					

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Genie G. Edwards</i>	TELEPHONE 904-380-4537	DATE 2/4/2011
TITLE Sr. Dir State & Federal Contracts	FEIN 64-0831411	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
VNF1010

PAGE
5

ADDRESS CORRESPONDENCE TO ATTENTION OF:
TARA LYLE
304-558-2544

*501112236 01 904-380-4537
GULF SOUTH MEDICAL SUPPLY INC
4345 SOUTHPOINT BLVD

JACKSONVILLE FL 32216

DIVISION OF VETERANS AFFAIRS
VETERANS NURSING FACILITY

ONE FREEDOMS WAY
CLARKSBURG, WV
26301 304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
01/11/2011	Net 30 days	Common carrier/UPS/own trucks	FOB	FOB

BID OPENING DATE: **02/08/2011** BID OPENING TIME: **01:30PM**

LINE	QUANTITY	UOP	QAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER:-----TL/32-----</p> <p>RFQ. NO.:-----VNF1010-----</p> <p>BID OPENING DATE:-----02/08/2011-----</p> <p>BID OPENING TIME:-----1:30 PM-----</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: -----904-380-4658-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): -----Lori Cordes 904-380-4537-----</p> <p>***** THIS IS THE END OF RFQ VNF1010 ***** TOTAL: <u>156,202⁴⁰</u></p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE: *[Signature]* TELEPHONE: 904-380-4537 DATE: 2/4/2011

TITLE: Sr. Dir State & Federal Contracts FEIN: 64-0831411 ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

VNF 1010**Incontinent Products**

The WV Veterans nursing Facility is soliciting bids for an open-end contract to provide and deliver incontinent products per the attached specifications. This contract will be awarded to one vendor that meets all of the specifications with the lowest bid.

Specifications:

1. The spending unit location – One Freedoms Way, Clarksburg, WV 26301.
2. Bidders must complete all spaces on the enclosed pricing page. Bidders should bid on the items or “equal to”, listed on the enclosed pricing page. All item details must be filled in for vendor’s bid to be accepted as complete.
3. If bidding equal to products, bidder should provide printed brochure with bid. Samples shall be provided within three (3) working days of request.
4. Orders shall be delivered within three (3) working days to the spending unit after orders are received. Spending unit must be advised in writing if orders will be delayed for any reason. Vendor shall carry an adequate stock to insure such delivery service for the duration of the contract.
5. All deliveries must be made during the hours of 8:00am- 3:00pm. Delivery trucks must have a lift gate and deliveries must be dropped off inside the facility.
6. A material safety data sheet (MSDS) must be included with the first shipment of each product and thereafter with any revisions.
7. Bidders should include delivery in their bid.
8. All items must have a current manufacturer’s date. Items received by the spending unit with an expiration date within 180 days of receipt, will not be accepted and returned to the vendor for replacement or credit.
9. The successful bidder shall not substitute any other brand of products from those awarded, not sell additional items under their contract not specifically covered herein.
10. All products must be highly efficient and effective in the performance of the tasks for which the product is intended to be used.
11. Nonconforming products and materials shall be picked up by the vendor or their designee at the expense of the vendor.
12. Bidder should be able to provide internet ordering access. If vendor has such capabilities, this should be so noted in their quotation and described briefly.

VNF1010

The following preferred brands and model numbers are the minimum acceptable level of quality for each product. Vendor should bid equal to or better than the requested specifications listed below.

Item # 1. Underwear with leakage barriers super plus absorbency, tear away sides – leakage barriers – colored stitching – additional inner acquisition layer – level 7 absorbency.

Requested brand: Attends

Mfn. # APP0710

Item # 2. Underwear with leakage barriers super plus absorbency, tear away sides – leakage barriers – colored stitching – additional inner acquisition layer – level 7 absorbency, fits hips 34” – 43”.

Requested brand: Attends

Mfn. # APP0720

Item # 3. Underwear with leakage barriers super plus absorbency tear away sides – leakage barriers – colored stitching – additional inner acquisition layer – level 7 absorbency, fits hip 44” – 58”.

Requested brand: Attends

Mfn. # APP0730

Item # 4. Underwear with leakage barriers super plus absorbency, tear away sides – leakage barriers – colored stitching – additional inner acquisition layer – level 7 absorbency.

Requested brand: Attends

Mfn. # APP0740

Item # 5. Classic plus brief insta Dri Skin Caring system soft non –woven back sheet moisture – proof, polyethylene lining blue, curved elastics, super fit, refasten able tape zone pant like leg cut and wing design production code – wetness indicator fits hips 22” -36”.

Requested brand: Tena

Mfn. # 66100

Item # 6 Classic plus brief insta Dri Skin Caring system. Soft non woven back sheet moisture – proof, polyethylene lining, blue, curved elastics, super fit re-fasten able tape zone pant like leg cut wing design, production code – wetness.

Requested brand: Tena

Mfn # 67713

Item # 7 Classic plus brief, Insta Dri Skin Caring system, soft, non – woven back sheet moisture proof, polyethylene lining blue, curved elastic super fit re- fasten able tape zone pant like leg cut and wing design production code – wetness indicator fits hips 48" x 59".

Requested brand: Tena

Mfn. # 67813

Item # 8 Classic plus brief insta Dri Skin Caring system soft, non woven back sheet moisture proof, polyethylene lining blue, curved elastic super fit re –fastenable tape zone, pant like cut, and wing design production code – wetness indicator fits hips 60" x 64".

Requested brand Tena

Mfn # 61375

Item # 9 XL + bariatric brief maximum protection capacity exceeds one qt. liquid. Stretchy breathable side panels refastenable tape tabs Kufguards for leakage /bowel containment lycra leg gathers provide a comfortable fit. Wetness indicator – yellow lines turn blue when moisture is present fits hips 64" x 90"

Requested brand Tranquility products

Mfn # PBE\ 2190

Item # 10 Soothe & Cool fresh moisturizing body lotion with Aloe, 8oz

Requested brand Medline

Mfn# MSC095362

Item # 11 Soothe & Cool skin paste enhanced with Allantion 2.5 oz

Requested brand Medline

Mfn# NDC53329-00

Item # 12 Soothe & cool moisture barrier ointment with Aloe & vitamins A,D & E, 7oz

Requested brand Medline

Mfn# MSC095382

Item # 13 Soothe & Cool moisture barrier ointment with Aloe & vitamins A,D & E, 2oz

Requested brand Medline

Mfn# MSC095380

Item # 14 Wash Cream 3 in 1 no rinse ph 5.5, 8.5oz

Requested brand Tena

Mfn# A33

Item # 15 Personal cleansing washcloths, 64 count

Requested brand Tyco/ Healthcare

Mfn# 6599N

Item #16 Disposable Underpads 23" x 24", 50 count

Requested brand Tyco/ Healthcare

Mfn# 1038

Item # 17 Calazime Protectant Paste 4oz.

Requested brand Medline

Mfn# MSC094544

Item # 18 Remedy Nutrashield 4oz.

Requested brand Medline

Mfn# MSC094534

Item # 19 Remedy Antifungal Powder 3oz.

Requested brand Medline

Mfn# MSC094603

See attachment with list of products being offered.

Gulf South Medical Supply Bid # 1
 FQ, Nightingale, Cool Comfort

Item Number	Description	Item Size	Unit Price	Estimated Annual Order Quantities	Extended Price	Case Quantity
1	Underwear with leakage barriers	Small	0.2897	6000 ea	1738.20	88
2	Underwear with leakage barriers	Medium	0.3186	6000 ea	1911.60	80
3	Underwear with leakage barriers	Large	0.3540	5400 ea	1911.60	72
4	Underwear with leakage barriers	X-Large	0.4552	4200 ea	1911.84	56
5	Classis Plus Brief	Small	0.2655	3600 ea	955.80	96
6	Classis Plus Brief	Medium	0.2655	6000 ea	1593.00	96
7	Classis Plus Brief	Large	0.3540	14,400 ea	5097.60	72
8	Classis Plus Brief	X-Large	0.4248	14,400 ea	6117.12	60
9	XL Bariatric Brief	XL + Bariatric	1.0795	4800 ea	5181.60	40
10	Soothe & Cool Body Lotion	8 oz	3.16	3000 ea	9480.00	12/cs
11	Soothe & Cool Skin Paste	2.5 oz	7.92	1200 ea	9504.00	12/cs
12	Soothe & Cool Moisture Barrier	7 oz 8OZ	3.52	2400 ea	8448.00	12/cs
13	Soothe & Cool Moisture Barrier	2 oz 4OZ	1.58	1200 ea	1896.00	144/cs
14	Wash Cream 3 in 1 No Rinse	8.5 oz	3.62	3600 ea	13032.00	16/cs
15	Personal Cleansing Washcloths **	64 count/pack	1.63/pk	9600 ea	15648.00	12PK/cs
16	Disposable Underpads ***	50 count/pack or bag	6.37/b	10,000 ea	63,700.00	200/case
17	Calazime Protectant Paste	4 oz	5.43	600 ea	3258.00	EACH
18	Remedy Nutrasfield	4 oz	1.86	600 ea	1116.00	12/cs
19	Remedy Antifungal Powder	3 oz	6.17	600 ea	3702.00	12/cs

Grand Total \$ 156202.40

Note: All items will be ordered by the case
 * Extended Price = Each Price multiplied (X) Estimated Annual Order Quantities

** Item #15, Personal Cleansing Washcloths: The unit size is 64 count per pack. The unit price should be based on one (1) pack containing 64 washcloths and then multiplied by the Estimated Annual Order Quantity.

*** Item #16, Disposable Underpads: The unit size is 50 count per pack or bag. The unit price should be based on one (1) pack or bag then multiplied by the Estimated Annual Order Quantity.

Gulf South Bid # 1											Prices per each		
1	811809	46979	First Quality Products Inc	PV-511	UNDERWEAR PROT SM PREVAIL	PV-511	22/BG 4BG/CS YOUTH	CS	88	\$0.2897	6000	1738.2	
2	825424	90520	SELECT MEDICAL	90520	UNDERWEAR PROT MED NIGHTINGAL	90520	20/BG 4BG/CS 34-46"	CS	80	\$0.3186	6000	1911.6	
3	825425	90521	SELECT MEDICAL	90521	UNDERWEAR PROT LG NIGHTINGAL	90521	18/BG 4BG/CS 44-54"	CS	72	\$0.3540	5400	1911.6	
4	840033	990522	SELECT MEDICAL	90522	UNDERWEAR PROT XL NIGHTINGAL	90522	14/BG 4BG/CS 48-66"	CS	56	\$0.4552	4200	1911.84	
5	858263	33760	SELECT MEDICAL	90530	BRIEF BREATHABLE SM 12/BG	90530	8BG/CS COOL COMFORT 20"-31"	CS	96	\$0.2655	3600	955.8	
6	858264	33761	SELECT MEDICAL	90531	BRIEF BREATHABLE MED 12/BG	90531	8BG/CS COOL COMFORT 32"-44"	CS	96	\$0.2655	6000	1593	
7	858265	33762	SELECT MEDICAL	90532	BRIEF BREATHABLE LG 12/BG	90532	6BG/CS COOL COMFORT 45"-58"	CS	72	\$0.3540	14400	5097.6	
8	858266	33763	SELECT MEDICAL	90533	BRIEF BREATHABLE XL 12/BG	90533	5BG/CS COOL COMFORT 59"-64"	CS	60	\$0.4248	14400	6117.12	
9	855755	461053	First Quality Products Inc	PV-094	BRIEF PREVAIL BARIATRIC	PV-094	10/BG 4BG/CS	CS	40	\$1.0795	4800	5181.6	
10	823415	737400	COVIDIEN HEALTHCARE/KENDALL	8884737400	Constant Care CRM 8oz	8884737400	12/Cs	EA	1	3.16	3000	9480	
11	845457	63533	Swiss-American Products, Inc.	08573	ELTA PROVASE 20Z TUBE 12/CS	08573	12/cs	EA	1	7.92	1200	9504	
12	823417	737600	COVIDIEN HEALTHCARE/KENDALL	8884737600	Constant Care Barrier 8oz	8884737600	12/cs	EA	1	3.52	2400	8448	
13	842565	46200	SELECT MEDICAL	4620	BARRIER CRM 4OZ TUBE 12/BX	4620	12BX/CS	EA	1	1.58	1200	1896	
14	850499	131998	SELECT MEDICAL	4402	WASHCLOTH 8X12 SNAP TOP	4402	48/PK 12PK/CS	PK	48	3.62	3600	13032	
15	815241	64331	SCA Hygiene Products	64331	TENA WASH CRM 8.5OZ	64331	16/CS	EA	1	1.63	9600	15648	
16	824587	EC140830	COVIDIEN HEALTHCARE/KENDALL	1038	UNDERPAD 23X24 DURASORB	1038	200/CS BLUE	PK	48	\$6.3700	10000	63700	
17	847168	98562	Swiss-American Products, Inc.	08582	ELTA DERMIVASE 5OZ TUBE 12CS	08582		EA	1	5.43	600	3258	
18	807523	17050	Span America	P.JSPC04012	Solan Protect CRM 4oz Moistur		12/cs	EA	1	1.86	600	1116	
19	807040	16437	Coloplast	1337	Powder Micro-Guard 3oz	1337	12/cs Antifungal	EA	1	6.17	600	3702	

See attachment with list of products being offered.

FQ, SCA, Kendall

Gulf South Medical Supply Bid # 2

Item Number	Description	Item Size	Unit Price	Estimated Annual Order Quantities	Extended Price	Case Quantity
1	Underwear with leakage barriers FQ	Small	0.2909	6000 ea	1745.40	88
2	Underwear with leakage barriers FQ	Medium	0.3200	6000 ea	1920.00	80
3	Underwear with leakage barriers FQ	Large	0.3555	5400 ea	1919.70	72
4	Underwear with leakage barriers FQ	X-Large	0.4571	4200 ea	1919.82	56
5	Classis Plus Brief SCA	Small	0.5185	3600 ea	1866.60	96
6	Classis Plus Brief SCA	Medium	0.3119	6000 ea	1871.40	96
7	Classis Plus Brief SCA	Large	0.3994	14,400 ea	5751.36	72
8	Classis Plus Brief SCA	X-Large	0.5606	14,400 ea	8072.64	72
9	XL Bariatric Brief FQ	XL + Bariatric	1.0795	4800 ea	5181.82	40
10	Soothe & Cool Body Lotion	8 oz	3.16	3000 ea	9480.00	12
11	Soothe & Cool Skin Paste	2.5 oz	7.92	1200 ea	9504.00	12
12	Soothe & Cool Moisture Barrier	7 oz 8oz	3.52	2400 ea	8448.00	12
13	Soothe & Cool Moisture Barrier	2 oz 4oz	1.58	1200 ea	1896.00	144/cs
14	Wash Cream 3 in 1 No Rinse SCA	8.5 oz	3.62	3600 ea	13032.00	16
15	Personal Cleansing Washcloths **	64 count/pack	1.63/pk	9600 ea	15648.00	12pk/cs
16	Disposable Underpads *** Kendall	50 count/pack or bag	6.37/b	10,000 ea	63,700.00	200/cs
17	Calazime Protectant Paste	4 oz	5.43	600 ea	3528.00	each
18	Remedy Nutrasfield	4 oz	1.86	600 ea	1116.00	12/cs
19	Remedy Antifungal Powder	3 oz	6.17	600 ea	3702.00	12

Grand Total \$ 160,032.70

Note: All items will be ordered by the case

* Extended Price = Each Price multiplied (X) Estimated Annual Order Quantities

** Item #15, Personal Cleansing Washcloths: The unit size is 64 count per pack. The unit price should be based on one (1) pack containing 64 washcloths and then multiplied by the Estimated Annual Order Quantity.

*** Item #16, Disposable Underpads: The unit size is 50 count per pack or bag. The unit price should be based on one (1) pack or bag then multiplied by the Estimated Annual Order Quantity.

Gulf South Bid 2											Price per each	
Item	Quantity	Manufacturer	Product Name	SKU	Product Description	Unit	Quantity	Unit Price	Total Price	Notes		
1	811809	First Quality Products Inc	UNDERWEAR PROT SM PREVAIL	PV-511	5/1	22/BG 4BG/CS YOUTH	CS	88	0.2909	6000	\$1,745.40	
2	851184	First Quality Products Inc	UNDERWEAR PROT MED PER-FIT	PF-512	5/2	20/BG 4BG/CS	CS	80	0.3200	6000	\$1,920.00	
3	850160	First Quality Products Inc	UNDERWEAR PROT LG PER-FIT	PF-513		18/BG 4BG/CS	CS	72	0.3555	5400	\$1,919.70	
4	852970	First Quality Products Inc	UNDERWEAR PROT XL PER-FIT	PF-514		14/BG 4BG/CS	CS	56	0.4571	4200	\$1,919.82	
5	849093	SCA Hygiene Products	BRIEF TENA SM 22-36"	66100		12/BG 8BG/CS	CS	54	0.5185	3600	\$1,866.60	
6	849108	SCA Hygiene Products	BRIEF TENA CLASSIC+ MED	67713		12/BG 8BG/CS 34-47"	CS	96	0.3119	6000	\$1,871.40	
7	849107	SCA Hygiene Products	BRIEF TENA CLASSIC+ LG	67813		12/BG 8BG/CS 48-59"	CS	72	0.3994	14400	\$5,751.36	
8	811822	SCA Hygiene Products	BRIEF TENA ULTRA XL	61375		12/BG 8BG/CS 60-64" WAIST	CS	72	0.5806	14400	\$8,072.64	
9	855755	First Quality Products Inc	BRIEF PREVAIL BARIATRIC	PV-094		10/BG 4BG/CS	CS	40	1.0795	4800	\$5,181.82	
10	823415	COVIDIEN HEALTHCARE/KENDALL	Constant Care CRM 8oz	8884737400		12/Cs	EA	1	3.16	3000	\$9,480.00	
11	845457	Swiss-American Products, Inc.	ELTA PROVASE 20Z TUBE	12/CS 08573			EA	1	7.92	1200	\$9,504.00	
12	823417	COVIDIEN HEALTHCARE/KENDALL	Constant Care Barrier 8oz	8884737600		12/cs	EA	1	3.52	2400	\$8,448.00	
13	842565	SELECT MEDICAL	BARRIER CRM 40Z TUBE	12/BX 4620		12/BX/CS	EA	1	1.58	1200	\$1,896.00	
15	815241	SCA Hygiene Products	TENA WASH CRM 8.5OZ	64331		16/CS	EA	1	3.62	3600	\$13,032.00	
14	850499	SELECT MEDICAL	WASHCLOTH 8X12 SNAP TOP	4402		48/PK 12PK/CS	PK	48	1.63	9600	\$15,648.00	
16	824587	COVIDIEN HEALTHCARE/KENDALL	UNDERPAD 23X24 DURASORB	1038		200/CS BLUE	pk	48	6.37	10000	\$63,700.00	
17	847168	Swiss-American Products, Inc.	ELTA DERMAVASE 50Z TUBE	12CS 08582			EA	1	5.43	600	\$3,258.00	
18	807523	Span America	Salan Protect CRM 4oz Moistur	PJSPC04 012		12/cs	EA	1	1.86	600	\$1,116.00	
19	807040	Coloplast	Powder Micro-Guard 3oz	1337		12/cs Antifungal	EA	1	6.17	600	\$3,702.00	

\$160,032.74



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER:
VNF1010

PAGE:
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
**TARA LYLE
 304-558-2544**

TODAY'S PRIORITY

RFQ COPY
TYPE NAME/ADDRESS HERE
 Gulf South Medical Supply Inc
 4345 Southpoint Blvd
 Jacksonville, Fl 32216

SHIP TO

**DIVISION OF VETERANS AFFAIRS
 VETERANS NURSING FACILITY
 ONE FREEDOMS WAY
 CLARKSBURG, WV
 26301 304-627-2415**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
01/31/2011				

BID OPENING DATE: **02/15/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 1 1. QUESTIONS AND ANSWERS ARE ATTACHED. 2. TO MOVE THE BID OPENING FROM 02/08/2011 TO 02/15/2011. 3. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID. EXHIBIT 10 REQUISITION NO.: VNF1010 ADDENDUM ACKNOWLEDGEMENT I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC. ADDENDUM NO.'S: NO. 1 <input checked="" type="checkbox"/> NO. 2 NO. 3 NO. 4 NO. 5 I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
-----------	-----------	------

TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
-------	------	-----------------------------------

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

GENERAL TERMS & CONDITIONS REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as EQUAL to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
VNF1010

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF
TARA LYLE 304-558-2544

VENDOR


RFQ COPY
TYPE NAME/ADDRESS HERE
 Gulf South Medical Supply Inc
 4345 Southpoint Blvd
 Jacksonville, Fl 32216

SHIP TO

DIVISION OF VETERANS AFFAIRS
VETERANS NURSING FACILITY
ONE FREEDOMS WAY
CLARKSBURG, WV
26301 **304-627-2415**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
01/31/2011				

BID OPENING DATE: **02/15/2011** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">  SIGNATURE Gulf South Medical Supply, Inc COMPANY 2/7/2011..... DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>REV. 09/21/2009</p> <p style="text-align: center;">END OF ADDENDUM NO. 1</p>						
0001	1	EA		850-40		
INCONTINENT PRODUCTS						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
-----------	-----------	------

TITLE	FERN	ADDRESS CHANGES TO BE NOTED ABOVE
-------	------	-----------------------------------

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**VNF1010
Addendum #1**

- Q1:** Who won the contract for the items in the current RFQ for incontinent products (RFQ VNF1010)?
- A1:** Gulf South Medical – Contract/Purchase Order No. VNF1003
- Q2:** What prices is the Veterans Nursing Facility currently paying for these items?
- A2:** Vendor can call archive area to get copy of previous contract and pricing at 304-558-2336. Please reference Contract/Purchase Order No. VNF1003.
- Q3:** In regards to the above mentioned RFQ is the pricing for this contract available?
- A3:** Vendor can call the archive area for a copy of the previous contract and the pricing at 304-558-2336. Please reference Contract/Purchase Order No. VNF1003.
- Q4:** Are you now purchasing the requested brand name product or an "equal" product?
- A4:** The product should at least equal to the brand names listed in the RFQ.

EXHIBIT 10

REQUISITION NO.: VNF1010

ADDENDUM ACKNOWLEDGEMENT

I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.

ADDENDUM NO.'S:

NO. 1 ...xxx

NO. 2 ...xxx

NO. 3

NO. 4

NO. 5

I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS. VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.



SIGNATURE

Gulf South Medical Supply Inc
COMPANY

2/10/2011

DATE



State of West Virginia
 Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

Request for Quotation

RFQ NUMBER
 VNF1010

PAGE
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF
 TARA LYLE
 304-558-2544

VENDOR

RFQ COPY
 TYPE NAME/ADDRESS HERE
 Gulf South Medical Supply Inc
 4345 Southpoint blvd
 Jacksonville, Fl 32216

SHIP TO

DIVISION OF VETERANS AFFAIRS
 VETERANS NURSING FACILITY
 ONE FREEDOMS WAY
 CLARKSBURG, WV
 26301 304-627-2415

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/09/2011				

BID OPENING DATE: 02/15/2011 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
ADDENDUM NO. 2						
1. REVISED BID FORM ATTACHED TO REVISE ITEM NOS. 15 AND 16.						
2. ADDENDUM ACKNOWLEDGEMENT IS ATTACHED. THIS DOCUMENT SHOULD BE SIGNED AND RETURNED WITH YOUR BID. FAILURE TO SIGN AND RETURN MAY RESULT IN DISQUALIFICATION OF YOUR BID.						
END OF ADDENDUM NO. 2						
0001	1	EA		850-40		
INCONTINENT PRODUCTS						
***** THIS IS THE END OF RFQ VNF1010 ***** TOTAL:						156,202.46

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods this Purchase Order/Contract becomes void and of no effect after June 30.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and is hereby made part of the agreement. Provided that the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
14. **CONFIDENTIALITY:** The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures, and rules. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **LICENSING:** Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, and the West Virginia Insurance Commission. The vendor must provide all necessary releases to obtain information to enable the director or spending unit to verify that the vendor is licensed and in good standing with the above entities.
16. **ANTITRUST:** In submitting a bid to any agency for the State of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the State of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the State of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the State of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership, or person or entity submitting a bid for the same material, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).

RFQ No. VNF1010

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: No contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and the debt owed is an amount greater than one thousand dollars in the aggregate.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

Under penalty of law for false swearing (*West Virginia Code* §61-5-3), it is hereby certified that the vendor affirms and acknowledges the information in this affidavit and is in compliance with the requirements as stated.

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Gulf South Medical Supply Inc.

Authorized Signature: *[Signature]* Date: 2/4/2011

State of Florida

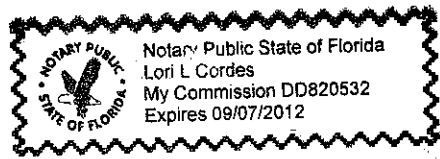
County of Duval, to-wit:

Taken, subscribed, and sworn to before me this 4 day of February, 2011.

My Commission expires 9/7, 2012.

AFFIX SEAL HERE

NOTARY PUBLIC *[Signature]*



Rev. 09/08

State of West Virginia

VENDOR PREFERENCE CERTIFICATE

DOES NOT APPLY

Certification and application* is hereby made for Preference in accordance with West Virginia Code, §5A-3-37. (Does not apply to construction contracts). West Virginia Code, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the West Virginia Code. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Resident Vendor Preference, if applicable.

- 1. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or, Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,
2. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
3. Application is made for 2.5% resident vendor preference for the reason checked: Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,
4. Application is made for 5% resident vendor preference for the reason checked: Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,
5. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,
6. Application is made for 3.5% resident vendor preference who is a veteran for the reason checked: Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (West Virginia Code, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Gulf South Medical Supply Inc Signed: [Signature]

Date: 2/4/2011 Title: Sr. Director State & Federal Contracts

*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

DOES NOT APPLY



Nightingale® Cool Comfort™ Fitted Breathable Briefs

cool, comfort, confidence



Nightingale® Cool Comfort™ Fitted Breathable Briefs

The Nightingale Cool Comfort Brief makes it easy to give your incontinent residents the protection, comfort and dignity they deserve. Our innovative design offers a unique combination of valuable features providing a superior all-around brief – all day and all through the night.

Nightingale Cool Comfort Fitted Breathable Briefs are offered by Gulf South Medical Supply, a leading supplier of medical supplies, equipment, and products to skilled nursing and assisted living facilities, home health care and hospice agencies.

welcome innovation

More protection, comfort and dignity for residents. Consistent performance for care providers – more peace of mind for administrators. With the innovative Nightingale® Cool Comfort™ Briefs, there are valuable benefits all around.



cool

Breathable side panels

- Allows air to pass through, keeping skin dry, cool and comfortable

Cloth-like backing

- Ultrasonically bonded cloth-like look and feel
- Soft and quiet
- Enhanced comfort

comfort

Anatomically contoured

- Co-mingled polymer and fluff for odor-free protection
- Blue dryness strip provides extra absorbency and pull moisture away from skin to help keep dry
- Channelling evenly wicks away moisture for improved comfort and skin protection



confidence

Wetness Indicator

Robust fastening system

- No tape – strong fastening tabs adhere anywhere to front of the brief
- Easy to apply and reposition for checks and adjustments
- No adhesive to contact skin
- Fastening tabs are not impacted by skin care products such as creams, lotions or powders
- Strong hold resists pop-offs




Nightingale®

SIZE	ORDER #	MFG #	CASE QUANTITY
SM	858263	90530	12/BG 8BG/GS Cool Comfort
MED	858264	90531	12/BG 8BG/GS Cool Comfort
LG	858265	90532	12/BG 6BG/GS Cool Comfort
XL	858266	90533	12/BG 5BG/GS Cool Comfort

To see the full line of Nightingale products or to place an order go to www.myGSSonline.com or call toll-free at 800-347-2456


GULF SOUTH®
MEDICAL SUPPLY



NIGHTINGALE[®] Brand Disposable Protective Underwear

Designed with the comfort and feel of regular underwear, NIGHTINGALE brand disposable underwear provides users with protection for light to moderate incontinence. A great combination of performance and value, NIGHTINGALE absorbs wetness, prevents leakage, and provides the wearer with confidentiality and dignity.



- **Breathable back for user comfort and better skin care**
- **Soft, cloth like material for comfort and quiet wearing**
- **Soft leg gathers for comfort and leakage protection**
- **Tear-away sides for easy removal**
- **Color coded strands indicate both size and front/back**

Order #	Description	Case Quantity
90520	Small/Medium, 34"-46"	20/bg - 4bgs/cs (80)
90521	Large, 44"-54"	18/bg - 4bgs/cs (72)
990522	Extra Large, 48"-66"	14/bg - 4bgs/cs (56)

Product Comparison Data

Brand/Product	Size	Protection Level	Absorbency (gm.)	Leg Gathers
NIGHTINGALE® 90520	Small/Medium 34"-46"	Moderate	923	YES
Tena® Plus 72239	Medium 34"-44"	Moderate	1150	YES
Attends® APP0720	Medium 34"-44"	Moderate	1440	YES
Prevail® PV-512	Small/Medium 34"-44"	Moderate	934	YES
NIGHTINGALE® 90521	Large 44"-54"	Moderate	1127	YES
Tena® Plus 72339	Large 45"-58"	Moderate	1150	YES
Attends® APP0730	Large 44"-58"	Moderate	1421	YES
Prevail® PV-513	Large 44"-58"	Moderate	934	YES
NIGHTINGALE® 990522	Extra Large 48"-66"	Moderate	1237	YES
Tena® Plus 72439	Extra Large 55"-66"	Moderate	1150	YES
Attends® APP0740	Extra Large 58"-68"	Moderate	1480	YES
Prevail® PV-514	Extra Large 58"-68"	Moderate	1190	YES

The SELECT® Brand Story

Our customers look to us for solutions to help control the rising cost of doing business. In response to customer needs, we've introduced our own brands, including NIGHTINGALE® incontinence products and SELECT medical products. Our own brands assure you of a high quality alternative to national brands without compromise to patient care and outcomes.

With hundreds of products in the SELECT line today, we will continue to expand the offering to exceed your expectations, now and in the future.

Our commitment to the customer is legendary. PSS/World Medicals exclusive brands are developed and manufactured to our specifications, and are guaranteed to meet yours. With our name on the product, you can be confident in the SELECT brand.

Placing Orders...More Convenient Than Ever!

- Call your Gulf South Representative
- Toll-Free at (800) 347-2456
- Toll-Free Fax (800) 827-2002
- Online at www.mygsonline.com

© 2006 by PSS/World Medical. All rights reserved.

Tena® is a registered trademark of SCA Corporation.
Attends® is a registered trademark of Paper Products Corporation.
Prevail® is a registered trademark of First Quality Products.

Comparison data is based on published information you determine accurate.

**Kendall Healthcare
Nightingale Specifications**

Date Issued #####

Product Specification ITEM **Nightingale Protective Underwear**

Product Description

Nightingale Protective Underwear is an underwear-like, disposable, absorbent product designed to provide moderate to heavy incontinence protection. It is form fitting to ensure containment with a discreet, thin core design for greater comfort. Available in sizes Small/Medium, Large, and X-Large.

**Product Code
Re-Order Number**

Nightingale Protective Underwear Size	
90520	Small/Medium (34" - 46")
90521	Large (44" - 54")
990522	X-Large(48"-66")

Packaging		Approx.		
		Case Height	Case Weight	Case Cube
90520	20/bag, 4 bags/case - 80/case	12.5 in	10.6 lbs	1.36
90521	18/bag, 4 bags/case - 72/case	12.25 in	10.6 lbs	1.33
990522	14/bag, 4 bags/case - 56/case	9.5 in	9.7 lbs	1.32

Property / Requirement

Backing Film / Thickness	
Topsheet	"Quiet" spunbonded Polyethylene
Filler:	Nonwoven Spunbond Polypropylene
Odor Reducing Agent	Fluff Pulp
Safety	Super Absorbent Polymer
Multi-Elastic Leg Gathers	Meets Federal Flammable Fabrics Standards
Acquisition layer	Yes
Elastic Waist Band	Yes

Specification

Absorbency (Fluid Capacity)	
Nightingale Protective Underwear	
90520	923 grams
90521	1127 grams
990522	1237 grams



Premium Adult Washcloths with Snap Top

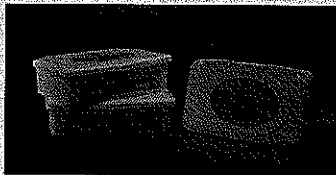


GSMS # 850499

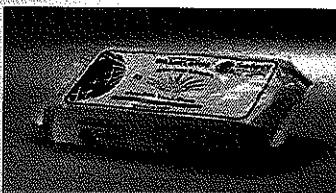
Enjoy the same quality Nightingale washcloth in a convenient new snap-top dispenser.

- Cloth Size - 8" x 12"
- Pack Count - 48
- Re-sealable Snap Top

Also Available from Nightingale...



GSMS Item # 802090 - 64 tub
9 x 13"



GSMS Item # 834360 - 64 Pack
9 x 13"

Call us today at 1-800-347-2456 or visit our website at www.mygsonline.com



Incontinent Care Products

Today, over 30 million people require incontinent care products as part of their daily care. Balancing the need for both quality care and budgets is critical to optimum outcomes. As a leader in providing health care solutions Gulf South is pleased to offer our exclusive Nightingale® and Select™ brands. Products are designed and manufactured to meet or exceed the quality and performance of leading "national" brands. Trust Gulf South as your prime resource for all your incontinent care needs.



- **Adult Briefs (Regular)**
- **Adult Briefs (Extra)**
- **Underpads (Regular)**
- **Underpads (Extra)**
- **Protective Underwear**
- **Wipes (Lanolin and Dry)**
- **A&D Ointment**
- **Perineal Wash**

Product	Size	Order #	Bag Count	Case Count
Nightingale Incontinent Products				
Basic Regula				
	Medium	816714	12/bag	8bgs/cs
	Large	816715	12/bag	6bgs/cs
	X Large	816716	10/bag	6bgs/cs
Brife-King				
	Small	816717	12/bag	8bgs/cs
	Medium	816718	12/bag	8bgs/cs
	Large	816719	12/bag	6bgs/cs
	X Large	816720	10/bag	6bgs/cs
Underpads Regular				
	23 x 36	816722	25/bg	6bgs/cs
Underpads Extra				
	30 x 30	816721	10/bag	10bgs/cs
Protective Underwear				
	Sm/Med	825424	20/bag	4bgs/cs
	Large	825425	18/bag	4bgs/cs
	X Large	825620	14/bag	4bgs/cs

Product	Size	Order #	Unit of Measure	Case Count
Select Medical Personal Care				
A. & D. Ointment				
	5 gr, Foil pack	807255	144/box	6bxs/cs
	4 oz, Tube	825622	12/box	6bxs/cs
	1 lb, Jar	807242	each	12/cs
Peri Wash				
	8 oz no rinse	801048	each	12/cs
	8 oz empty bottle	803050	each	12/cs
	Gallon no rinse	801049	each	4/cs
	Gallon	807714	each	4/cs
	Pump for Gallon	812629	each	
Washcloth				
	Dry, 9 x 13	811498	48/pack	16pks/cs
	Lanolin, 9 1/2 x 13 (Tub)	802090	64/tub	8tbs/cs
	Lanolin, 9 1/2 x 13 (Re-Fill)	834360	64/pack	12pks/cs

The Select™ Brand Story

Our customers look to us for solutions to help control the rising cost of doing business. In response to customer needs, we've introduced our own brands, including NIGHTINGALE® incontinence products and Select medical products. Our own brands assure you of a high quality alternative to national brands without compromise to patient care and outcomes.

With hundreds of products in the Select line today, we will continue to expand the offering to exceed your expectations, now and in the future.

Our commitment to the customer is legendary. PSS/World Medical's exclusive brands, are developed and manufactured to our specifications, and are guaranteed to meet yours. With our name on the product, you can be confident in the Select brand.

Placing Orders...More Convenient Than Ever!

- Call your Gulf South Representative
- Toll-Free at (800) 347-2456
- Toll-Free Fax (800) 827-2002
- Online at www.mygsonline.com

Questions or comments about Select or Nightingale Products?

Call our Select Hotline at (800) 777-4908

© 2006 by PSS World Medical. All rights reserved.



NOW
with Hook Tab
Fasteners!

Classic Plus



INSTADRI SKIN-CARING SYSTEM™

improves surface dryness, promoting healthier skin.

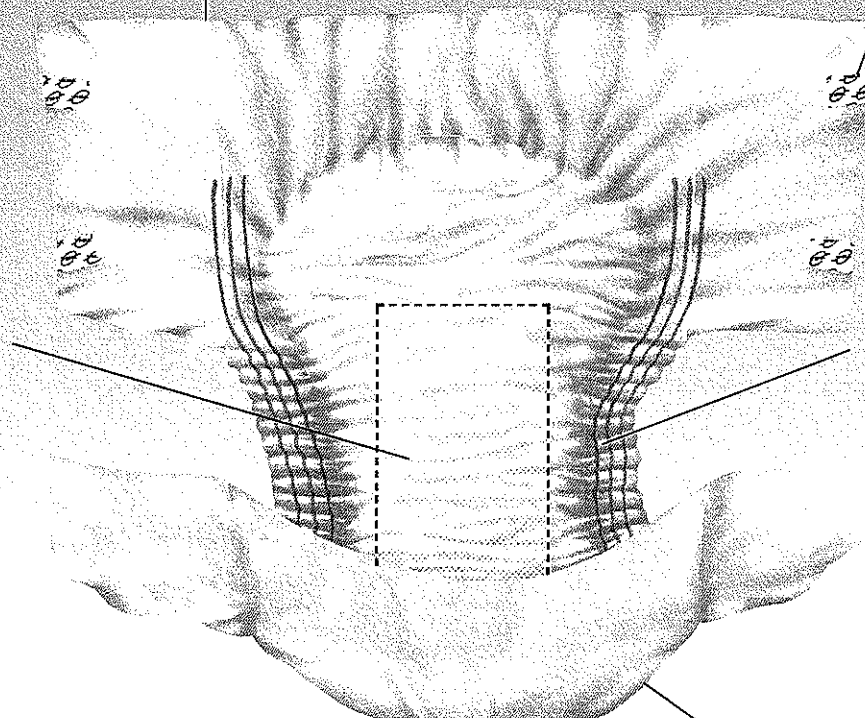
- Transfer layer permits fluid to almost instantly enter the dual core, helping to promote skin dryness.
- Dry-Fast Dual Core™ technology rapidly wicks fluid away from skin, trapping it into the lower core.
- Strategic placement of Super Absorbent Polymer improves fluid absorption.

MOISTURE-PROOF LINING

protects clothing and linen against wetness and is color coded for correct product selection.

HOOK FASTENERS

for better fit adjustment and less waste.



CURVED ELASTICS

provide a better fit, enhanced leakage protection and more comfort.

WETNESS INDICATOR

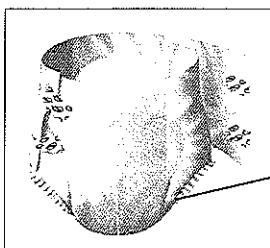
alerts the caregiver that the brief has been soiled and needs to be changed.

- TENA® Ultra and Super Briefs have 2 lines
- TENA® Classic Plus Briefs have 1 line

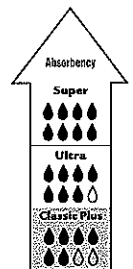
Soft, **NONWOVEN BACKSHEET** is gentle against the skin and less noisy, providing improved comfort and greater dignity.

PRODUCTION CODE

for tracking and maintaining our high quality product standards.



PANT-LIKE LEG CUT AND WING DESIGN reduces unnecessary plastic while providing a better fit and more comfort.





Classic Plus



TENA® Classic Plus Briefs	Waist/Hip Measurement	Order #	Packaging
Medium	34" – 47" / 86 - 119cm	67713	8 bags of 12/96 per case
Regular	40" – 50" / 102 - 127cm	67714	2 bags of 40/80 per case
Large	48" – 59" / 122 - 150cm	67813	6 bags of 12/72 per case
X-Large	60" – 64" / 152 - 163cm	67914	4 bags of 15/60 per case

Please see our Product Catalog for all available SCA Products.

TENA® Product Selection

Very Light Maximum

TENA for MEN™ One Size

TENA® Pads

Pantliner Regular	Ultra Thin Regular	Ultra Thin Long	Moderate Regular	Moderate Long	Moderate Long Aloe Vera	Day Light	Heavy Long	Ultimate Regular	Overnight	Day Regular	Day Plus	Night / Super

TENA® Unisex Protective Underwear

Super Plus (M, L, XL)	Extra (S, M, L, XL)

TENA® Underwear for Men™ & Women

Women Super Plus (S/M, L)	Men Super Plus (M/L, XL)

TENA Flex™

Plus 12, 16, 20 (M, L, XL)	Super 8, 12, 16, 20 (S, M, L, XL)	Maxi 12, 16 (M, L)

TENA® Briefs

Classic Plus (M, R, L, XL)	Ultra (M, R, L, XL)	Super (M, R, L, XL)

TENA® Stretch Briefs

Stretch Ultra (M/R, L/XL)	Stretch Super (M/R, L/XL)

TENA® Specialty Briefs

Youth	Small Bariatric (XL)

Questions? Contact Us:

In Canada: 1.800.510.8023 | www.tena.ca

In the US: 1.800.992.9939 | info.usa@tena.com | www.tena-usa.com



TENA® Wash Cream



TENA® Wash Cream is a 3-in-1 product that gently cleans, moisturizes and protects even the most delicate and fragile skin. Designed for perineal care and ideal for frequent cleansing, TENA® Wash Cream is the perfect replacement for soap, water and many perineal skin conditioning products. Since there is no need to rinse or dry the skin after use, the time needed to perform perineal care can be reduced by up to 80%*.

*Analysis of non-rinse cleaners:
The Journal of Wound, Ostomy and Continence Nursing, 1995.



What it is

TENA® Wash Cream is a mild emulsion designed to cleanse, moisturize and protect the skin. Documented in epicutaneous tests under dermatological control, this skin-gentle cream has a 20-year history of safe and frequent usage with incontinent individuals in numerous countries around the world.

What it does

TENA® Wash Cream cleanses without soap and water. It can be left on the skin without rinsing because it is surfactant-free and has moisturizing and skin protecting properties. Unlike many perineal cleansers and conditioners, this cream will not run off the skin onto linen or interfere with the absorption of urine into incontinence products.

How to use it

Simply apply a quarter-sized amount of TENA® Wash Cream onto a moist washcloth and provide care to the perineal area, as per your facility's protocol. No need to rinse with water or towel dry.

Who should use it

Used everyday by over 70,000 individuals worldwide, TENA® Wash Cream is designed for frequent cleansing of perineal skin when changing incontinence products. While recommended for perineal skin care, it is safe to use on the entire body.



Better Care. Lower Total Cost.

TENA® Wash Cream

Part of the TENA® Holistic Approach to Incontinence Management.
Better Care. Lower Total Cost.

Ordering Information

Order #	Description	Quantity
64311	2 fl. oz. / 60 ml	40 tubes / case
64331	8.5 fl. oz. / 250 ml	16 tubes / case
64340	16.9 fl. oz. / 500 ml	10 bottles / case
64351	33.8 fl. oz. / 1000 ml	6 bottles / case

TENA® Product Assortment

Absorption Guide

Mild ----- Light ----- Medium ----- Moderate ----- Heavy ----- Maximum

TENA for MEN™ One Size

TENA Serenity® Pantliner, Slender™ Plus, Extra, Extra Plus, Ultra, Ultra Plus, Ultimate

TENA Pads Day Light, Day Regular, Day Plus, Night / Super

TENA Protective Underwear Discreet™ Regular (M, L), Plus (M, L, XL), Extra (S, M, L, XL)

TENA Flex™ Plus (12, 16, 20 (M, L, XL)), Super (8, 12, 16, 20 (S, M, L, XL)), Maxi (12, 16 (M, L))

TENA Briefs Classic Plus (M, L, XL), Ultra (M, L), Super (M, L)

TENA Specialty Briefs Youth, Small, Bariatric (XL)

TENA Better Care Support Products	Knit and Mesh Pants 	Skin-Caring® Products 	Underpads
---	-------------------------	---------------------------	---------------

SCA Personal Care - Canada | 1-800-510-8023

SCA Personal Care - US | 1-800-992-9939



www.tena.ca

www.tena-usa.com | info.usa@tena.com

FIRST QUALITY PRODUCTS, INC.

PREVAIL SMALL ADULT PROTECTIVE UNDERWEAR

Product Reference Sheet

Product Code		PV-511
Size		Small
Packaging Information	Bag Style	Prevail Printed, Sealed Bag
	Case Style	Plain, Corrugated Box
	Packaging	4 Bags/22 Pieces
	Total Case Count	88
	Case Weight	14.765 Pounds
	Case Cube	1.78 Cubic Feet
	Case Size	22.070 x 12.320 x 11.328 ”
	Print Code	Time, Date, #'s
Flat Dimensions (inches)	Overall Stretched Width	22.5
	Crotch Width	7
	Overall Stretched Length	25
	Pad Length	17.5
	Pad Width	4
Elastic Strands (per side)	Waist – Front	4 White Strands
	Waist – Back	4 Purple Strands
	Abdominal	6 White Strands
	Thigh	3 White Strands
	Crotch	3 White Strands
Average Product Weight (grams)		47.7
Absorbency-ISO Method 11948-1 (grams)		*977
Acquisition Layer		Blue Apertured Film
Super Absorbent Polymer		Yes
Leg Cuffs		No
Cloth-Like Backsheet		Yes
Latex Free		Yes
Product Color		White

**As reported by Shuster Laboratories, Inc.*

FIRST QUALITY PRODUCTS, INC.

Bariatric Adult Institutional Brief Product Reference Sheet

Product Code		PV-094
Size		Bariatric
Packaging Information	Bag Style	Printed, Sealed Bag
	Case Style	Plain, Corrugated Box
	Packaging	4 Bags/10 Pieces
	Total Case Count	40
	Case Weight	12.135 Pounds
	Case Cube	1.58 Cubic Feet
	Case Size	19.82 x 9.632 x 14.265"
	Print Code	Time, Date, #'s
Dimensions (inches)	Overall Length	40
	Overall Width	27.5
	Width at Crotch	11.5
	Pad Length	25.5
	Pad Width at Waist Front	9
	Pad Width at Waist Back	9
	Pad Width at Crotch Widest	7
	Pad Width at Crotch Narrowest	6.25
Average Product Weight (grams)		130.0
Absorbency-ISO Method 11948-1 (grams)		*2,238
Acquisition Layer		3.25" Blue Apertured
Super Absorbent Polymer		Yes
Product Color		White Cloth-like Breathable
Elastics/Side		4 White Strands
Wetness Indicator	Number of Lines	3
	Dry Color	Yellow/Amber
	Wet Color	Bright Blue
Tape Fastening System	Number of Tabs	2
	Color	Blue Hook
	Frontal Tape Panels	No

* As reported by Shuster Laboratories, Inc.

UNCONTROLLED

CONFIDENTIAL

Property of First Quality Products, Inc.

Revised: 1/19/10, KLB

FIRST QUALITY PRODUCTS, INC.

PER-FIT MEDIUM ADULT PROTECTIVE UNDERWEAR

Product Reference Sheet

Product Code		PF-512
Size		Medium
Packaging Information	Bag Style	Per-Fit Printed, Sealed Bag
	Case Style	Plain, Corrugated Box
	Packaging	4 Bags/20 Pieces
	Total Case Count	80
	Case Weight	12.073 Pounds
	Case Cube	1.44 Cubic Feet
	Case Size	16.320 x 12.195 x 12.515"
	Print Code	Time, Date, #'s
Flat Dimensions (inches)	Overall Stretched Width	31
	Crotch Width	8.5
	Overall Stretched Length	33
	Pad Length	18
	Pad Width	4.5
Elastic Strands (per side)	Waist – Front	4 White Strands
	Waist – Back	4 Green Strands
	Abdominal	10 White Strands
	Thigh	3 White Strands
	Crotch	3 White Strands
Average Product Weight (grams)		51g
Absorbency-ISO Method 11948-1 (grams)		978*
Acquisition Layer		White Apertured Film
Super Absorbent Polymer		Yes
Leg Cuffs		No
Cloth-Like Backsheet		Yes
Latex Free		Yes
Product Color		White

**As reported by Shuster Laboratories, Inc.*

PER-FIT LARGE ADULT PROTECTIVE UNDERWEAR
Product Reference Sheet

Product Code		PF-513
Size		Large
Packaging Information	Bag Style	Per-Fit Printed, Sealed Bag
	Case Style	Plain, Corrugated Box
	Packaging	4 Bags/18 Pieces
	Total Case Count	72
	Case Weight	12.073 Pounds
	Case Cube	1.44 Cubic Feet
	Case Size	16.320 x 12.195 x 12.515"
	Print Code	Time, Date, #'s
Flat Dimensions (inches)	Overall Stretched Width	31
	Crotch Width	8.5
	Overall Stretched Length	33
	Pad Length	18
	Pad Width	4.5
Elastic Strands (per side)	Waist – Front	4 White Strands
	Waist – Back	4 Blue Strands
	Abdominal	10 White Strands
	Thigh	3 White Strands
	Crotch	3 White Strands
Average Product Weight (grams)		53g
Absorbency-ISO Method 11948-1 (grams)		997*
Acquisition Layer		White Apertured Film
Super Absorbent Polymer		Yes
Leg Cuffs		No
Cloth-Like Backsheet		Yes
Latex Free		Yes
Product Color		White

**As reported by Shuster Laboratories, Inc.*

FIRST QUALITY PRODUCTS, INC

PER-FIT EXTRA LARGE ADULT PROTECTIVE UNDERWEAR

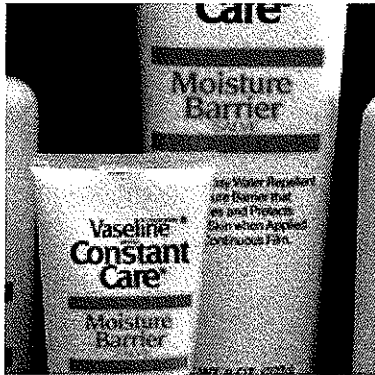
Product Reference Sheet

Product Code		PF-514
Size		Extra Large
Packaging Information	Bag Style	Per-Fit Printed, Sealed Bag
	Case Style	Plain, Corrugated Box
	Packaging	4 Bags/14 Pieces
	Total Case Count	56
	Case Weight	10.991 Pounds
	Case Cube	1.564 Cubic Feet
	Case Size	18.6875 x 10.8125 x 13.3750"
	Print Code	Time, Date, #'s
Flat Dimensions (inches)	Overall Stretched Width	35
	Crotch Width	8.5
	Overall Stretched Length	39
	Pad Length	24.5
	Pad Width @ Crotch	4.25
	Pad Width @ Waist	6
Elastic Strands (per side)	Waist – Front	4 White Strands
	Waist – Back	4 Black Strands
	Abdominal	10 White Strands
	Thigh	3 White Strands
	Crotch	3 White Strands
Average Product Weight (grams)		71g
Absorbency-ISO Method 11948-1 (grams)		1030
Acquisition Layer		White Apertured Film
Super Absorbent Polymer		Yes
Leg Cuffs		No
Cloth-Like Backsheet		Yes
Latex Free		Yes
Product Color		White



COVIDIEN

positive results for life



Vaseline™* Constant Care™* Moisture Barrier Salve

Vaseline™* Constant Care™* moisture barrier salve. Provides water-repellant moisture barrier to help protect skin from exposure to fecal matter or wetness.

Order Information

Order Code	Description	Ship Case
8884737500	Vaseline™* Constant Care™* Moisture Barrier Salve 2 oz. Tube	12
8884737600	Vaseline™* Constant Care™* Moisture Barrier Salve 8 oz. Tube	12

Features and Benefits

Feature	Benefit
Provides a water-repellant moisture barrier	Protects skin from excess moisture
Helps protect skin from exposure to fecal matter or wetness	Protects skin from bodily fluids
Easy removal with Constant-Cleans™* cleaner	Quick clean up

Frequently Asked Questions

Question	Answer
Is the moisture barrier easily removed?	Yes, utilize our Constant-Cleans™* cleaner to easily remove.

Indications

1. For skin that requires moisturizing and protection from moisture

COVIDIEN, COVIDIEN with Logo, and ™ marked brands are trademarks of Covidien AG or an affiliate.
 ™* - Third party trademark.

© 2009 Covidien. All rights reserved.



COVIDIEN

positive results for life™



Vaseline™* Constant Care™* Conditioning Cream

Vaseline™* Constant Care™* conditioning cream. Non-greasy, penetrates quickly. Non-irritating.

Order Information

Order Code	Description	Ship Case
8884737300	Vaseline™* Constant Care™* Conditioning Cream 2 oz. Tube	12
8884737400	Vaseline™* Constant Care™* Conditioning Cream 8 oz. Bottle	12

Features and Benefits

Features	Benefits
Non-greasy cream formulation that penetrates skin quickly	Hydrates skin
Leaves a light moisture barrier	Protects skin from excess moisture
Non-irritating	Gentle on skin

Frequently Asked Questions

Question	Answer
Does the Conditioning Cream contain a moisture barrier?	Yes

COVIDIEN, COVIDIEN with Logo, and ™ marked brands are trademarks of Covidien AG or an affiliate.
 ™* - Third party trademark.

© 2009 Covidien. All rights reserved.

Product: Skin Protectant Cream
Approved/Revised: Dec 18th 2006

MATERIAL SAFETY DATA SHEET

Product Name: Skin Protectant Cream

Company:

Composition/Information on Ingredients

<u>Ingredients</u>	<u>CAS RN</u>	<u>%</u>
Zinc Oxide	10163-15-2	12
Dimethicone	63148-62-9	2
Emollient base (inactive)	N/A	86

(Purified Water, Petrolatum, Liquid Paraffin, PEG-200 Stearate, Glycerin, Lanolin Oil, Cetyl Alcohol, Tocopheryl Acetate, Glyceryl Stearate, Cod Liver Oil, Quaternium-15, BHT, Ethylparaben, EDTA, Tricontanyl PVP, Fragrance)

Toxicology

Ingestion: No significant ingestion risk. Consumption of large quantities may cause intestinal distress.
Inhalation: Physical form of product renders inhalation risk negligible
Skin: Non-irritant, safe for topical skin application
Eye: Irritant
Sensitization: Allergic skin reaction not expected
Carcinogenicity: Contains no components identified as carcinogenic by the IARC or U.S. OSHA
Genotoxicity: Not known to be genotoxic under conditions of occupational exposure

First-Aid Procedures

Ingestion: Do not induce vomiting. Seek medical attention immediately.
Skin Contact: Not a hazard
Eye Contact: Flush with water for at least 15 minutes. Seek medical attention immediately.

Product: Skin Protectant Cream
Approved/Revised: Dec 18th 2006

Physical and Chemical Properties

Physical Form: White semi-solid cream with pleasant fragrance
pH: 6-7.5
Solubility in Water: Miscible
Flash Point: Not Applicable
Boiling Point: Not Applicable
Melting Point/Freezing Point: 0 Degrees Centigrade
Density: 1.09
Vapor Pressure (mmHg): Not Applicable
Vapor Density (Air=1): Not Applicable
Evaporation Rate: Negligible
Stability: Stable under normal conditions of use.
Decomposition: Not Applicable

Stability and Reactivity

Chemical Stability: Stable under normal conditions of use.
Hazardous Decomposition Products: None known
Materials for Packaging or Bottling: Not reactive

Environmental Hazards

Fire and Explosion: Not expected for product, although packaging is combustible. Toxic or flammable vapors might evolve from burning of product and/or packaging.
Extinguishing media: Water, carbon dioxide recommended for fires involving packaging. If large amounts of product are burning (multiple packages/pallets), self-contained breathing apparatus and protective equipment are recommended.
Spills: For very large spills, prevent product entry into waterways, sewers or surface drainage systems. No specific decontamination or detoxification procedures have been identified for this product as it is not an environmental hazard.

Disposal Considerations

Dispose of according to local, state, and federal regulations. Incinerate in an approved center.
Others: None known

Product: Skin Protectant Cream
Approved/Revised: Dec 18th 2006

Storage and Handling

Storage: Store in clean, dry environment at room temperature. No special requirements necessary for occupational hazards.

Handling: No special controls required for normal handling of product. Good industrial practices should always be followed.

Additional Information

OSHA Standard: This product is exempt from the requirements of the OSHA Hazard Communication Standard (29CFR1910.1200). It is not considered hazardous under the OSHA standard.

TSCA: This product is exempt from TSCA regulation

The information and recommendations provided in this safety data sheet are, to the best of our knowledge, accurate as of the date of issue. Nothing herein shall be deemed as any warranty, expressed or implied. It is the responsibility of the user to determine the applicability of this information and the suitability of the material or product for any particular purpose.



Home Product Catalog Order Management Register Print

Contact

Welcome to MyGSOnline

Login:

Pass:

[Forgot My Password](#)

Item Details

BARRIER CRM 4OZ TUBE 12/BX

Item Number 842565

Gulf South Item 46200

Manufacturer SELECT MEDICAL

Manu. Item # 4620

Package Size 12BX/CS



Contract Holder



[Print Barcode](#)

Description:

NIGHTINGALE® barrier creams provide a moisture resistant barrier to help protect and heal skin. They contain 12% zinc oxide and come in a variety of sizes. Users of this product may be interested in Adult Briefs or Breathable Briefs.



Home Product Catalog Order Management Register Print

Contact

Welcome to MyGSONline

Login:

Pass:

[Forgot My Password](#)

Item Details

ELTA PROVASE 2OZ TUBE 12/CS

Item Number 845457

Gulf South Item 63533

Manufacturer SWISS AMER
PROD

Manu. Item # 08573



Contract Holder

[Print Barcode](#)



Home Product Catalog Order Management Register Print

Contact

Welcome to MyGSONline

Login:

Pass:

[Forgot My Password](#)

Item Details

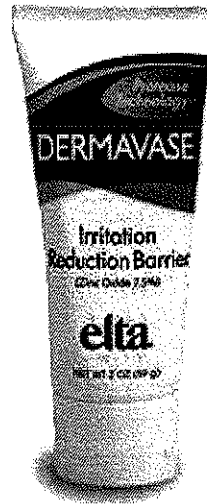
ELTA DERMAVASE 5OZ TUBE 12CS

Item Number 847168

Gulf South Item 98582

Manufacturer SWISS AMER PROD

Manu. Item # 08582



Contract Holder



[Print Barcode](#)

[Back to catalog](#)



Home Product Catalog Order Management Register Print

Contact

Welcome to MyGSONline

Login:

Pass:

[Forgot My Password](#)

Contract Holder

Item Details

POWDER MICRO-GUARD 3OZ

Item Number 807040

Gulf South Item 16437

Manufacturer COLOPLAST INC

Manu. Item # 1337

Package Size 12/CS ANTIFUNGAL



[Print Barcode](#)

Description:

2% Miconazole Nitrate in a non-caking corn starch base for the treatment of superficial skin infections caused by yeast (Candidiasis), jock itch, ringworm, and athlete's foot. Pours easily



Home Product Catalog Order Management Register Print

Contact

Welcome to MyGSONline

Login:

Pass:

[Forgot My Password](#)

Item Details

SELAN PROTECT CRM 4OZ MOISTUR

Item Number 807523

Gulf South Item 17050

Manufacturer SPAN AMERICA

Manu. Item # PJSPC04012

Package Size 12/CS



Contract Holder

[Print Barcode](#)

Description:

Span America PJSPC04012 Selan Protective Cream in 4 oz. Tube

Material Safety Data Sheet
 May be used to comply with
 OSHA's Hazard Communication Standard,
 29 CFR 1910.1200. Standard must be
 consulted for specific requirements.

U.S. Department of Labor
 Occupational Safety and Health Administration
 (Non-Mandatory Form)
 Form Approved
 OMB No. 1218-0072



IDENTITY (As Used on Label and List)
 Selan Protective Cream

Note: Blank spaces are not permitted. If any item is not applicable, or no information is available, the space must be marked to indicate that.

Section I

Manufacturer's Name P.J. Noyes Company, Inc.	Emergency Telephone Number 800/522-2469
Address (Number, Street, City, State, and ZIP Code) Bridge St./P.O. Box 381	Telephone Number for Information 800/522-2469
Lancaster, NH 03584	Date Prepared 9/6/95
	Signature or Preparer (Optional)

Section II - Hazardous Ingredients/Identity Information

Hazardous Components (Specific Chemical Identity; Common Name(s))	OSHA PEL	ACGIH TLV	Other Limits Recommended	% (optional)
None				

Section III - Physical/Chemical Characteristics

Boiling Point N/A	Specific Gravity (H ₂ O = 1) .998 g/ml
Vapor Pressure (mm Hg.) N/A	Melting Point N/A
Vapor Density (AIR = 1) N/A	Evaporation Rate (Butyl Acetate = 1) N/A
Solubility in Water Complete	
Appearance and Odor smooth, white, cream with faint fragrance	

Section IV

Flash Point (Method Used) N/A	Flammable Limits	LEL	UEL
Extinguishing Media Non-Combustable			
Special Fire Fighting Procedures N/A			
Unusual Fire and Explosion Hazards None			

Section V - Reactivity Data

Stability	Unstable		Conditions to Avoid
	Stable	X	

Incompatibility (Materials to Avoid)

Hazardous Decomposition or Byproducts

Hazardous Polymerization	May Occur		Conditions to Avoid
	Will Not Occur	X	

Section VI - Health Hazard Data

Route(s) of Entry:	Inhalation? N/A	Skin? Not a health hazard	Ingestion? Avoid
--------------------	--------------------	------------------------------	---------------------

Health Hazards (Acute and Chronic)

None known

Carcinogenicity:	NTP? Unknown	IARC Monographs? None	OSHA Regulated? No
------------------	-----------------	--------------------------	-----------------------

Signs and Symptoms of Exposure

N/A

Medical Conditions

Generally Aggravated by Exposure: Avoid infected skin. Contains lanolin which may cause an allergic reaction.

Emergency and First Aid Procedures

If ingested consult a physician.

Section VII - Precautions for Safe Handling and Use

Steps to Be Taken in Case Material is Released or Spilled

Wash away with water.

Waste Disposal Method

In accordance with local, state and federal regulations.

Precautions to Be Taken in Handling and Storing

Other Precautions

Section VIII - Control Measures

Respiratory Protection (Specify Type)

None

Ventilation	Local Exhaust	Special
	Mechanical (General)	Other

Protective Gloves

N/A

Eye Protection

N/A

Other Protective Clothing or Equipment

N/A

Work/Hygienic Practices

Material Safety Data Sheet

Section 1 - Chemical Product and Company Identification

Product/Chemical Name: Elta Provase

Chemical Formula: N/A

CAS Number: N/A

Other Designations: N/A

General Use: Topical

Contact: Swiss-American Products, Inc. 2055 Luna Rd., Suite 126, Carrollton, TX 75006 **Phone:** 972-385-2900

Revision: 1

Date Prepared: 12/12/07

Section 2 - Composition Information on Ingredients

Ingredient Name	CAS Number	%wt or % Vol
Dimethicone	9016-00-6	2.00% w/w
Bees Wax	8012-89-3	Proprietary
Castor Wax	8001-78-3	Proprietary
Cetyl Dimethicone	None	Proprietary
Cetyl Dimethicone copolyol	None	Proprietary
Cyclomethicone	540-97-6	Proprietary
Disodium EDTA	139-33-3	Proprietary
Vegetable Enzyme Blend	None	Proprietary
Eucalyptus Oil	8000-48-4	Proprietary
Hexyl Laurate	34316-64-8	Proprietary
Isopropyl Palmitate	142-91-6	Proprietary
Methylparaben	99-76-3	Proprietary
Octyl Stearate	22047-49-0	Proprietary
Paraffin	8002-74-2	Proprietary
Petrolatum	8009-03-8	Proprietary
Polyglyceryl-4 Isostearate	91824-88-3	Proprietary
Propylene Glycol	57-55-6	Proprietary
Propylparaben	94-13-3	Proprietary
Sodium Bisulfite	7631-90-5	Proprietary
Sodium Chloride	7647-14-5	Proprietary
Vanilla Oil	None	Proprietary
Water	7732-18-5	Proprietary

Section 3 - Hazards Identification

Emergency Overview

HMIS	
H	0
F	0
PH	0
PPE	B

Potential Health Effects

NON HAZARDOUS MATERIAL

Primary Entry Routes: Skin contact, inhalation, ingestion, eye contact.

Target Organs: Not known

Acute Effects: None known

Inhalation: Not considered an inhalation irritant

Eye: Avoid contact with eyes.

MSDS Elta Provase

Skin: Based on product history, lack of consumer complaints, and label directions, this product should be safe if used as intended.

Ingestion: Avoid ingestion.

Carcinogenicity: This material is not known to have carcinogenic properties.

Medical Conditions Aggravated by Long-Term Exposure: None known

Chronic Effects: None known

Section 4 - First Aid Measures

Inhalation: Not a hazard

Eye Contact: In case of contact, immediately flush eyes with water for at least 15 minutes. Contact physician if irritation persists.

Skin Contact: Not a hazard.

Ingestion: Consult a physician

Special Precautions/Procedures: None known

Section 5 - Fire-Fighting

Flash Point: Not determined

Flash Point Method: Not determined

Burning Rate: Not determined

Autoignition Temperature: Not determined

LEL (% vol in air): Not known

UEL(% vol in air): Not known

Flammability Classification: Non-Flammable

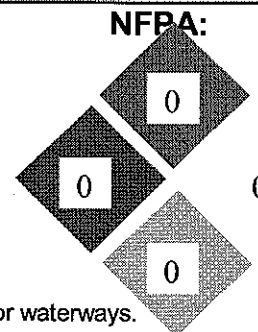
Extinguishing Media: Carbon Dioxide, Dry chemical, Foam.

Unusual Fire or Explosion Hazards: None known

Hazardous Combustion Products: None known

Fire-Fighting Instructions: Do not release runoff from fire control methods to sewers or waterways.

Fire-Fighting Equipment: Protective clothing should be worn.



Section 6 - Accidental Release Measures

Spill /Leak Procedures: Contain all spill and leaks to prevent discharge into environment. Ventilate area and evacuate area of all non-essential personnel.

Small Spills: Soak up with absorbant, shovel into waste container, flush area with water.

Large Spills: Soak up with absorbant, shovel into waste container, flush area with water

Containment: Recover material for proper disposal.

Regulatory Requirements: Follow applicable OSHA regulations (29 CFR 1910.120) and local, state, and federal regulations.

Section 7 - Handling and Storage

Handling Precautions: Spilled material is slippery. Wash thoroughly after handling.

Storage Requirements: Store in a well ventilated area and between 40°F and 86°F. Avoid overheating and freezing.

Regulatory Requirements: None known

Section 8 - Exposure Controls / Personal Protection

Engineering Controls: None known

Ventilation: General ventilation recommended

Administrative Controls: None required for normal use

Respiratory Protection: None required for normal use

Protective Clothing/Equipment: None required for normal use. For prolonged exposure, use appropriate goggles, protective clothing and gloves.

Comments: Never eat, drink, or smoke in work areas. Practice good personal hygiene after using this material, especially before eating, drinking, smoking, using the toilet, or applying cosmetics.

Section 9 - Physical and Chemical Properties

Physical State: Cream
Appearance and Odor: Opaque, White
Odor Threshold: Not determined
Vapor Pressure: Not determined
Vapor Density (Air=1): Not determined
Formula Weight: N/A
Density: 1
Specific Gravity (H2O=1, at 25° C): 1
pH (@ 25°C): N/A

Water Solubility: Yes
Other Solubilities: Not determined
Boiling Point: Not determined
Freezing/Melting Point: Not determined
Viscosity @ 25°C: 300,000
Refractive Index: Not determined
Surface Tension: Not determined
% Volatile: Not determined
Evaporation Rate (nBuAc = 1): Not determined

Section 10 - Stability and Reactivity

Stability: Product is stable
Polymerization: Hazardous polymerization will not occur.
Chemical Incompatibilities: None known
Conditions to Avoid: None known
Hazardous Decomposition Products: None known

Section 11 - Toxicological Information

Toxicity Data:

Eye Effects: Not considered an irritant but avoid contact with eyes
Skin Effects: Not an irritant
Acute Inhalation Effects: Not applicable
Acute Oral Effects: None known

Chronic Effects: Not determined
Carcinogenicity: Not carcinogenic
Mutenagenicity: Not mutagenic
Teratogenicity: Not teratogenic

Section 12 - Ecological Information

Ecotoxicity: Not considered an environmental hazard.
Environmental Fate: Not considered an environmental hazard.
Environmental Degradation: Not considered an environmental hazard.
Soil Absorption/Mobility: Not considered an environmental hazard.

Section 13 - Disposal Considerations

Disposal: Contact your supplier or a licensed contractor for detailed recommendations. Follow applicable Federal, state, and local regulations.
Disposal Regulatory Requirements: Check local, state and federal requirements
Container Cleaning and Disposal: Discard in suitable trash container

Section 14 - Transport Information

DOT Transportation Data (49 CFR 172.101):
Not regulated

Section - 15 Regulatory Information

EPA Regulations: None known
OSHA Regulations: None known
State Regulations: May vary from state to state.

Section 16 - Other Information

Additional Hazard Rating Systems: None Known

Prepared by: Swiss-American Products, Inc. 2055 Luna Rd., Suite 126, Carrollton, TX 75006

Disclaimer: ALL INFORMATION, RECOMMENDATIONS, AND SUGGESTIONS APPEARING HEREIN CONCERNING OUR PRODUCT ARE BASED UPON TESTS AND DATA BELIEVED TO BE RELIABLE. HOWEVER, IT IS THE USER'S RESPONSIBILITY TO DETERMINE THE SAFETY, TOXICITY, AND SUITABILITY FOR HIS OWN USE OF THE PRODUCT DESCRIBED HEREIN. SINCE THE ACTUAL USE BY OTHERS IS BEYOND OUR CONTROL, NO GUARANTEE, EXPRESSED OR IMPLIED, IS MADE BY SWISS-AMERICAN PRODUCTS, INC. AS TO THE EFFECTS OF SUCH USE, THE RESULTS TO BE OBTAINED, OR THE SAFETY AND TOXICITY OF THE PRODUCT. THE INFORMATION HEREIN IS NOT TO BE CONSTRUED AS ABSOLUTELY COMPLETE SINCE ADDITIONAL INFORMATION MAY BE NECESSARY OR DESIRABLE WHEN PARTICULAR OR EXCEPTIONAL CONDITIONS OR CIRCUMSTANCES EXIST OR BECAUSE OF APPLICABLE LAWS OR GOVERNMENT REGULATIONS.

Material Safety Data Sheet

Section 1 - Chemical Product and Company Identification

Product/Chemical Name: Elta Dermavase
Chemical Formula: N/A
CAS Number: N/A
Other Designations: N/A
General Use: Topical
Contact: Swiss-American Products, Inc. 2055 Luna Rd., Suite 126, Carrollton, TX 75006 **Phone:** 972-385-2900
Revision: Rev. 1
Date Prepared: 01/16/08

Section 2 - Composition Information on Ingredients

Ingredient Name	CAS Number	%wt or % Vol
Zinc Oxide	1314-13-2	7.50% w/w
Purified Water	7732-18-5	Proprietary
Methylparaben	99-76-3	Proprietary
Hydroxethylcellulose	None	Proprietary
Disodium EDTA	139-33-3	Proprietary
Sodium Hydroxide	1310-73-2	Proprietary
Sodium Chloride	7647-14-5	Proprietary
Sodium Bisulfite	7631-90-5	Proprietary
Propylparaben	94-13-3	Proprietary
Dimethicone	63148-62-9	Proprietary
Petrolatum	8042-47-5	Proprietary
Cetyl Dimethicone	None	Proprietary
Bees Wax	None	Proprietary
Hydrogenated Castor Oil	8001-78-3	Proprietary
Cetyl PEG/PPG-10/1 Dimethicone	None	Proprietary
Castor Oil	8001-79-4	Proprietary
Vegetable Enzyme Blend	None	Proprietary
Citric Acid	77-92-9	Proprietary
Isopropyl Palmitate	142-91-6	Proprietary
Polyglyceryl-4 Isostearate	None	Proprietary
Orange Oil Fragrance	None	Proprietary
Ergocalciferol	None	Proprietary
Alpha Tocopheryl	50-81-7	Proprietary

Section 3 - Hazards Identification

Emergency Overview

HMIS	
H	0
F	0
PH	0
PPE	B

Potential Health Effects

Primary Entry Routes: Skin contact, inhalation, ingestion, eye contact.

Target Organs: Not known

Acute Effects: None known

Inhalation: Not considered an inhalation hazard

Eye: Avoid contact with eyes

Skin: Based on product history, lack of consumer complaints, and label directions, this product should be safe if used as intended.

Ingestion: Avoid ingestion

Carcinogenicity: This material is not known to have carcinogenic properties.

Medical Conditions Aggravated by Long-Term Exposure: None known

Chronic Effects: None known

Section 4 - First Aid Measures

Inhalation: Not a hazard

Eye Contact: In case of contact, immediately flush eyes with plenty of water for at least 15 minutes. Contact physician if irritation persists.

Skin Contact: Not a hazard

Ingestion: Consult a physician

Special Precautions/Procedures: None known

Section 5 - Fire-Fighting

Flash Point: Not determined

Flash Point Method: Not determined

Burning Rate: Not determined

Autoignition Temperature: Not determined

LEL (% vol in air): Not known

UEL (% vol in air): Not known

Flammability Classification: Non-Flammable

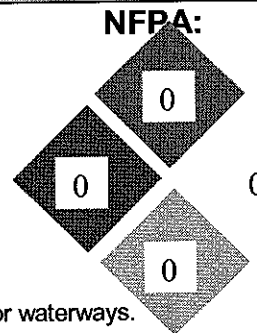
Extinguishing Media: Carbon Dioxide, Dry chemical, Foam.

Unusual Fire or Explosion Hazards: None known

Hazardous Combustion Products: None known

Fire-Fighting Instructions: Do not release runoff from fire control methods to sewers or waterways.

Fire-Fighting Equipment: Protective clothing should be worn.



Section 6 - Accidental Release Measures

Spill /Leak Procedures: Contain all spill and leaks to prevent discharge into environment. Ventilate area and evacuate area of all non-essential personnel.

Small Spills: Soak up with absorbant, shovel into waste container, flush area with water.

Large Spills: Soak up with absorbant, shovel into waste container, flush area with water

Containment: Recover material for proper disposal.

Regulatory Requirements: Follow applicable OSHA regulations (29 CFR 1910.120) and local, state, and federal regulations.

Section 7 - Handling and Storage

Handling Precautions: Spilled material is slippery. Wash thoroughly after handling.

Storage Requirements: Store in a well ventilated area and between 40°F and 86°F. Avoid overheating and freezing.

Regulatory Requirements: None known

Section 8 - Exposure Controls / Personal Protection

Engineering Controls: None known

Ventilation: General ventilation recommended

Administrative Controls: None required for normal use

Respiratory Protection: None required for normal use

Protective Clothing/Equipment: None required for normal use. For prolonged exposure, use appropriate goggles, protective clothing and gloves.

Comments: Never eat, drink, or smoke in work areas. Practice good personal hygiene after using this material, especially before eating, drinking, smoking, using the toilet, or applying cosmetics.

Section 9 - Physical and Chemical Properties

Physical State: Cream

Appearance and Odor: White Cream

Odor Threshold: Not determined

Vapor Pressure: Not determined

Vapor Density (Air=1): Not determined

Formula Weight: N/A

Density: Not determined

Specific Gravity (H2O=1, at 25° C): Not determined

pH (@ 25°C): NA

Water Solubility: Yes

Other Solubilities: Not determined

Boiling Point: 100° C

Freezing/Melting Point: Not determined

Viscosity @ 25°C: 250,000

Refractive Index: Not determined

Surface Tension: Not determined

% Volatile: Not determined

Evaporation Rate (nBuAc = 1): Not determined

Section 10 - Stability and Reactivity

Stability: Product is stable.

Polymerization: Hazardous polymerization will not occur.

Chemical Incompatibilities: None known

Conditions to Avoid: None known

Hazardous Decomposition Products: None known

Section 11 - Toxicological Information

Toxicity Data:

Eye Effects: Not considered an eye irritant but avoid contact with eyes.

Skin Effects: Not an irritant

Acute Inhalation Effects: Not applicable

Acute Oral Effects: None known

Chronic Effects: Not determined

Carcinogenicity: Not carcinogenic

Mutagenicity: Not mutagenic

Teratogenicity: Not teratogenic

Section 12 - Ecological Information

Ecotoxicity: Not considered an environmental hazard

Environmental Fate: Not considered an environmental hazard

Environmental Degradation: Not considered an environmental hazard

Soil Absorption/Mobility: Not considered an environmental hazard

Section 13 - Disposal Considerations

Disposal: Contact your supplier or a licensed contractor for detailed recommendations. Follow applicable Federal, state, and local regulations.

Disposal Regulatory Requirements: Check local, state and federal requirements

Container Cleaning and Disposal: Discard in suitable trash container

Section 14 - Transport Information

DOT Transportation Data (49 CFR 172.101):
Not regulated

Section - 15 Regulatory Information

EPA Regulations: None known

OSHA Regulations: None known

State Regulations: May vary from state to state

Section 16 - Other Information

Additional Hazard Rating Systems: None Known

Prepared by: Swiss-American Products, Inc. 2055 Luna Rd., Suite 126, Carrollton, TX 75006

Disclaimer: ALL INFORMATION, RECOMMENDATIONS, AND SUGGESTIONS APPEARING HEREIN CONCERNING OUR PRODUCT ARE BASED UPON TESTS AND DATA BELIEVED TO BE RELIABLE. HOWEVER, IT IS THE USER'S RESPONSIBILITY TO DETERMINE THE SAFETY, TOXICITY, AND SUITABILITY FOR HIS OWN USE OF THE PRODUCT DESCRIBED HEREIN. SINCE THE ACTUAL USE BY OTHERS IS BEYOND OUR CONTROL, NO GUARANTEE, EXPRESSED OR IMPLIED, IS MADE BY SWISS-AMERICAN PRODUCTS, INC. AS TO THE EFFECTS OF SUCH USE, THE RESULTS TO BE OBTAINED, OR THE SAFETY AND TOXICITY OF THE PRODUCT. THE INFORMATION HEREIN IS NOT TO BE CONSTRUED AS ABSOLUTELY COMPLETE SINCE ADDITIONAL INFORMATION MAY BE NECESSARY OR DESIRABLE WHEN PARTICULAR OR EXCEPTIONAL CONDITIONS OR CIRCUMSTANCES EXIST OR BECAUSE OF APPLICABLE LAWS OR GOVERNMENT REGULATIONS.

**Response to Bid No. VFN1010
Incontinent Products**

**Department of Administration
Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130**

Due February 15, 2011 @ 1:30pm



Company Background & History

When you build a relationship with Gulf South Medical Supply you are building more than a relationship, you are building a partnership! Gulf South is guided by the unique philosophy that a medical supplier should be more than a source for supplies. We are a consultant and a partner that you can count on to bring you the solutions that reduce your overall costs and drive efficiencies. Gulf South is focused on providing you with the best products for your specific needs. We have proven ourselves as the market leader by offering our customer/partner with the most extensive service offering available. Let Gulf South be your partner.

Gulf South Medical Supply, Inc. (GSMS)

GSMS is part of the PSS World Medical family, a publicly traded company. Gulf South has been in business for over 25 years as a distributor of medical supplies and equipment as well as housekeeping supplies, to serve the long term care market. Gulf South has 12 distribution centers across the United States with over 850,000 square feet of warehouse space holding more than \$30 million of inventory. GSMS processes over 75,000 orders per month, and can coordinate delivery on our own trucks - most deliveries are made within one day!

Gulf South has extensive experience supplying products and services to City, County, State & Federal government agencies around the country. They are a GSA contract holder servicing Federal Government Agencies (Veteran's Homes & Facilities, VA Central Pharmacies, US Military Branches and Federal Bureau of Prisons). In the City and County markets, Gulf South has over 300 current government contracts for medical related equipment & supplies.

Parent Company

PSS World Medical, Inc., a Florida corporation (the "Company", "PSS World Medical", or "PSS"), is a specialty marketer and distributor of medical products and equipment to physicians, long-term care providers, home care providers, and other alternate site healthcare providers in all 50 states. Since its inception in 1983, the Company, through strategic acquisitions and internal growth, has become a leader in the two primary market segments it serves in the alternate site healthcare marketplace. The Company's strategic advantages include a focused and differentiated approach to customer service, a consultative sales force, unique arrangements with product manufacturers, innovative systems, and a culture of performance.

Financial Information

Even with today's financial challenges, we as a company have remained strong. The combination of the right business strategies and excellent execution by everyone on our team resulted in a solid standout year. These strategies – reaching new customers, strengthening existing customers, expanding margins with a high-quality and cost-effective product offering, and adopting a LEAN way of life in our operations – will continue to be our focus going into fiscal year 2011.

The Company's balance sheet has never been stronger. Our return on capital reached record highs this past fiscal year. We have more than adequate resources to both execute our business initiatives and take advantage of new opportunities.

A complete copy of the 10K and other financial information can be found on our parent company's website at www.pssd.com under the Financial Information section.

Gulf South Medical Supply, Inc.

We are proud of the awards and recognitions our company has received this past year. We are honored to be recognized as the following:



Most Trustworthy – named one of *Forbes'* “100 Most Trustworthy Companies,” a list that annually recognizes public companies on American stock exchanges that have displayed the highest corporate integrity and fair dealing with shareholders.



Most Admired – named one of *Fortune's* “Most Admired” Companies in America for the third straight year in 2009.



Best Big Company – named to the *Forbes* Platinum 400, which annually honors the “Best Big Companies,” in 2008.



Best Place to Work – named a “Best Company to Work For” in Florida by *Florida Trend* magazine and the #1 “Best Place to Work” (Large Companies) in Jacksonville by the Jacksonville Business Journal for the second year in a row.



Best Place to Work – named a “Best Company to Work For” in Florida by *Florida Trend* magazine.

Customer Service

The Gulf South Guarantee is one you can count on! At Gulf South every decision is made with only the customer in mind. Gulf South's goal is to make each transaction with you a no-hassle experience. Gulf South's people will strive in every endeavor to make sure that our relationship is built on honesty, integrity, service and quality. Our mission is to provide you with consistent and superior customer satisfaction. We intend to do this by providing professional, accurate, and timely deliveries to the location of your request. At the time of delivery, please thoroughly inspect your shipment for any occurrences of defect, inaccuracy, concealed damage, or shortage.

Who you need, when you need them – Gulf South's Account Management Team not only provides you with access to an assigned representative of Gulf South in your area, but also a tenured customer service team in our call center (with extended hours) and a dedicated toll-free line. Your customer care team will provide you with fast, convenient and cost effective resources.

Gulf South guarantees easy and efficient product ordering. The process is simple once an account is set up by our customer support team. Orders may be placed in a number of ways:

- Gulf South secure website, MyGulfSouth.com, (available 24/7) with unique login and password (training will be provided not only on ordering, but also on accessing important reports and order tracking/delivery verification)
- Calling a Toll Free number to the dedicated assigned customer service team with extended hours

The customer is able to choose how they wish to receive order confirmations: either via email or fax. If there is an expected delay in order fulfillment, the customer will be told immediately if the order was called in, or contacted immediately to discuss options.

Experience of Assigned Account Management Team

With all of our government contracts, Gulf South Medical Supply is responsible for following the rules and regulations of each individual city, county, state or federal government agency. This is managed by assigning local Gulf South Sales Executives throughout the state of West Virginia and a Government Contracts Administrator who works with each customer as a liaison between the various Corporate Departments.

In-Servicing & Product Education

Gulf South has extensive knowledge of the products needed to serve the facility needs. Gulf South has been providing medical and related products to facilities for over twenty-five years. We are active partners and make recommendations to facilities on appropriate product usage and education. Gulf South will provide education, support, and guidance directly and through our manufacturing partners. Product descriptions and recommended use information is available. Additional on-site product specific educational in-services/training sessions are available and can be scheduled upon request.

In-Service Program

Gulf South Medical Supply, Inc.

Gulf South partners with our manufacturing reps and is committed to educational support of our business partners. Product education support will be conducted with the direct interaction of our dedicated and professionally trained account representatives. These individuals will provide on-going support as required.

- Personal In-Service Program - an account representative will meet with your staff upon request to ensure the proper use of products.
- “Train the Trainer” Program - we can support this program to assist where needed. This program develops local, internal trainers who will help in the training of staff on proper utilization of the proposed products.

This educational program is designed to take the customer and/or caregiver through a process that will help them assess the specific needs of the resident/patient and develop a care plan to meet the physical, mental and emotional challenges they endure.

Item Substitution Policy

It is Gulf South's policy to only ship the exact product that a customer has ordered and, regardless of circumstance, we will not intentionally ship substitute items without the customers' informed consent. In the normal course of business, manufacturing issues and demand spikes can cause long term shortages of critical items. In these cases, Gulf South will attempt to identify and procure a like item as a temporary substitution. These items will be presented to the customer who will determine the acceptability of the substitution based on any functional or price differences. If approved, open orders for the original item will be fulfilled with the substitution until adequate supply of the original item is available or until the customer deems appropriate. For our Brands, in order to maintain an uninterrupted supply in the event of a significant shortage, we reserve the right to substitute items of equal or greater value and equivalent or better functionality at no additional cost to the customer.

Return Policy-

Our mission is to provide you with consistent and superior customer satisfaction. We intend to do this by providing professional, accurate, and timely deliveries to the location of your request.

In the event that an item does need to be returned we would simply request your assistance with the following:

- Obtain a Return Authorization Number by calling our Customer Care Center at 800-347-2456
- Make sure products are in a resalable condition and dated at least 6 months prior to expiration
- Freight and shipping charges will only apply if a return is not due to a Gulf South error
- Beware, some special order items are not available for return

Claims Policy-

In the event that something seems to be damaged or missing from your order we ask that you contact our customer care center within 5 days of receipt at 800-347-2456. We will assure that any errors are corrected in a timely manner.

Products

As a leading national distributor, Gulf South is able to leverage our expertise and buying power to offer you high-quality, low cost products. We currently have over 50,000 separate line items covering everything that a facility might need. We have end-user agreements with most of the manufacturers in the country, some of which are highlighted below.



SELECT® Medical Products is our brand of high quality products designed to exceed the standards of nationally known brands. All **SELECT®** products are put through a sophisticated series of quality assurance and controls to assure excellent patient care at a fair price. Our worldwide team of professionals works with leading suppliers in over 70 factories in 9 countries to make the best quality products available. With over 100,000 customers regularly using our products in their daily practice, **SELECT®** Medical Products has become one of the fastest growing and most recognized brands for quality, service and value.



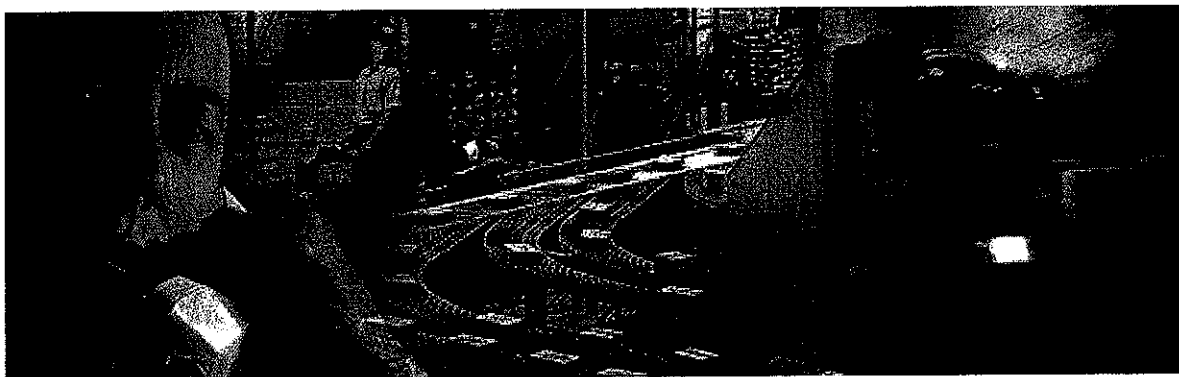
- Gulf South Medical Supply believes strongly in supporting small, minority, woman and disabled veteran owned businesses and buying US made products when it is possible.

Housekeeping

Our program offers leading brand name manufacturers and products at a reduced cost. So increase efficiency, optimize your facility's appearance and cleanliness, and stay under budget. Gulf South has the ANSWERS you've been looking for.

- ✓ Paper Products (hand towels, toilet tissue, etc.)
- ✓ Can Liners (high density, low density, specialty liners, etc.)
- ✓ Floor Care Equipment (vacs, scrubbers, buffers, burnishers, etc.)
- ✓ Chemicals (toilet bowl cleaners, general cleaners, disinfectant cleaners, floor care products, carpet care products, etc.)
- ✓ Mops & Mopping Equipment (wet mop heads, dust mop heads, handles, etc.)
- ✓ Cleaning Accessories (brooms, brushes, gloves, safety products, receptacles, etc.)
- ✓ Floor Pads & Floor Matting (all colors and sizes)
- ✓ Hand Care (hand soaps, hand sanitizers, lotions, etc.)
- ✓ Hygiene Products (toilet seat covers, waxed disposable liners, tampons, vending units, etc.)
- ✓ Rubbermaid Products (inmate cell cans, step-on cans, recycling cans, etc.)

Distribution



Gulf South Medical Supply, Inc. assures accurate and timely order delivery and efficient returns processing to all of our customers. Products will routinely be shipped from Gulf South's warehouse/distribution center located Columbus, Ohio. Normal delivery time is 1-2 business days from receipt of order. Gulf South is able to schedule routine deliveries at the request of facilities/customers. This option allows product to be delivered to your location by Gulf South's own trucks either on a weekly, bi-weekly or monthly basis. Our fleet of delivery trucks currently delivers medical supplies to over 30,000 residents in nursing homes and assisted living facilities each week.

Gulf South Medical Supply, Inc.

As was experienced in the past with multiple disasters, one alternate emergency location may not be enough. Gulf South has several of our own facilities as back-up shipping sites in case of an emergency, disaster or other circumstance that might potentially cause delays in the delivery of needed supplies. Products will be shipped either on Gulf South's own trucks or via UPS. Those facilities are identified below:

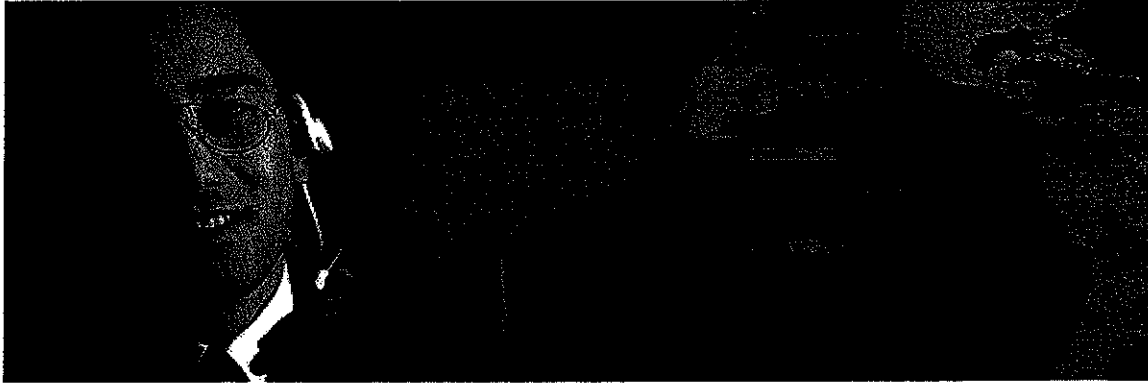


- Red Zones – Next Day Delivery
- Blue Zones – Two Day Delivery

Products will be shipped either on Gulf South's own trucks or via UPS.

Gulf South Medical Supply, Inc.

Value Added Services & Technology



Ordering/Reporting

Through our internet based online customer ordering and information system, MyGS Online, you have the tools you need, when you need them.

Benefits include:

- Place Orders from Any Remote Site
- Check Product Pricing and Availability
- Check Order Status
- Online Ordering with "Real Time" UPS Tracking through our electronic system.



CEU Course Material (*available through My GS Online*)



Can't find that piece of paper that came with your product? Online Material Safety Data Sheets are available through MyGS Online whenever you need them, 24/7.



AccuSCAN is a bar code driven ancillary billing and inventory control system that accurately captures and documents patient charges allowing you to maximize your reimbursement and profits.

- Helps you control inventory with various daily reports while increasing your residents charge capture rate.
- Allows you to capture charges for treatments, therapies, and dietary activity and it will allow you to bridge these charges into your accounting software.

Gulf South Medical Supply, Inc.

- Shows you what you need to order in seconds with an inventory replenishment report and will allow you to generate and electronically send a purchase order for supplies needed.
- Helps you close out billing cycles with printed invoices that reflect charges categorized by as many as 12 pay sources. Eight of the pay sources can be customized to fit your particular needs.

Pocket PC Technology



The Palm Unit is used as a mobile hand-held input device which works in conjunction with the AccuSCAN software to perform the following functions:

- Capture ancillary billing charges;
- Create purchase orders;
- Improve inventory control & reduce lost inventory;
- Transfer inventory items from one location to another; and,
- Perform inventory item counts.

SmartScan is a bar code driven inventory control system that accurately captures shipments and inventory. The benefits of SmartScan are savings in time, greater control and organization:



- Save time
 - Scan the barcode or shopping list and connect to MyGSONline.com
 - Place your orders on your time
 - Significantly reduce ordering and phone time
- Take control
 - Easily manage inventory levels
 - Ensure on-hand inventory through min and max stocking levels
 - Build your own product descriptions to ensure accuracy
- Stay Organized
 - Barcode labels keep your storage facility neat and orderly
 - Device portability allows you to order right from your stockroom
 - Single scan ordering replaces pen and paper



Green Initiatives

Gulf South strives to maintain community-conscious Green Initiatives. The following ranks among our successes:

Facilities: Water conservation through touch less faucets and flush valves
Paper conservation through touch less towel dispensers
Energy efficiency through ambient warehouse heating systems
Lighting efficiency through conversion to T8 fluorescent fixtures with motion sensors

Recycling: “Boxes to Bags” shipping
Recycling of corrugated boxes and plastic wrapping
Plastic bottle and aluminum can recycle bins in break rooms
100% recycled towels

Transportation: Consistent and timely fleet PM program
Fleet upgrade to more fuel efficient vehicles
Speed and Idle Management Program
Delivery route optimization

Charitable Efforts

Gulf South strongly believes in giving back to the community through charitable efforts. Gulf South contributes man hours, medical supplies, monetary support to local and national organizations. The following are a sample of organizations that have all benefitted from our support:



Small Business

Gulf South is dedicated to doing their part for the economy. We have created a small business plan that, where possible, helps government agencies reach their mandated small business goals; Gulf South demonstrates both compliance and an aggressive support structure to help small businesses succeed.

Employment Screening and Hiring Process

Nondiscrimination and diversity are foundation principles in our Company. It is company policy to hire and promote the best qualified candidate measured against the requirements of the job, and to provide equal employment and advancement opportunity for all individuals without discrimination because of race, creed, color, gender, religion, age, national origin, disability, veteran, marital status or any other protected status.

The Company also makes reasonable accommodations for disabled employees if informed of the need for accommodation. Employees who would like to be considered for accommodation assistance should contact the Sr. Director of Human Resources. Information obtained concerning individuals requesting accommodations is kept confidential, except that leaders and managers may be informed regarding restrictions on the work duties of disabled individuals, and information regarding necessary accommodation.

This policy applies to all areas of employment, including recruitment, hiring, training, promotion, compensation, benefits, transfer, and social and recreational programs.

Drug Testing and Background Checks

The Company has a Drug-Free Workplace Policy which strictly prohibits the use or possession of controlled substances or alcohol in the workplace. All employment offers are extended contingent upon the candidate's ability to successfully pass a criminal background check and drug test.

Standard Training Requirements

Upon hire, all employees are required to successfully complete the following online training courses: new employee orientation, the code of ethics, hazard communication, and maintaining a respectful workplace (includes sexual harassment prevention training). Additional specialized training may be required based upon the position.

Equal Employment Opportunity

Nondiscrimination and diversity are foundation principles in our Company. It is company policy to hire and promote the best qualified candidate measured against the requirements of the job, and to provide equal employment and advancement opportunity for all individuals without discrimination because of race, creed, color, gender, religion, age, national origin, disability, veteran, marital status or any other protected status.

The Company also makes reasonable accommodations for disabled employees if informed of the need for accommodation. Employees who would like to be considered for accommodation assistance should state in writing whether they have a mental or physical impairment that substantially limits one or more life activities, or have a record of such impairment, or have been regarded as having such an impairment. Employees should state and describe if there are any positions or types of positions for which they should not be considered, or job duties that they cannot perform because of physical or mental disabilities. Such description should include what accommodation, if any, the Company could possibly make to enable proper and safe job performance.

Information obtained concerning individuals requesting accommodations is kept confidential, except that leaders and managers may be informed regarding restrictions on the work duties of disabled individuals, and information regarding necessary accommodation.

This policy applies to all areas of employment, including recruitment, hiring, training, promotion, compensation, benefits, transfer, and social and recreational programs.

I. Affirmative Action Policy Statement

It is the policy of PSS World Medical, Inc. to provide employment, training, compensation levels, transfer, or promotion opportunities and all other aspects of employment without regard to gender, race, color, religion, national origin, age, disability, veteran status or any other protected status.

When hiring or promotion activity occurs, we will take affirmative action to seek out qualified applicants. At PSS World Medical, Inc., all terms and conditions of employment are and will continue to be established on the basis of individual qualifications and ability to perform the job.

Ann Christante, Director of Human Resources, is designated the Equal Employment Opportunity Officer of the company and is responsible for communicating and implementing this policy. PSS World Medical, Inc.'s Affirmative Action policies are available for review by all employees. If you have any questions, please feel free to contact Human Resources.

DRUG-FREE WORKPLACE POLICY

In order to provide quality service and products for our customers and to ensure a safe drug-free workplace for our employees, it is Company policy to strictly prohibit the manufacture, distribution, dispensation, possession or use of illegal drugs, non-prescribed controlled substances, or alcohol in our workplace, on Company business or while operating a Company or leased vehicle. An employee who abuses drugs or alcohol creates a risk not only to the safety, security, and health of him or herself, but to the ability of the Company to provide quality services for our customers. The Company is committed to preventing drug and alcohol abuse in our workplace.

Use of illegal drugs, controlled substances, or alcohol results in the presence of substances in the body, which can lower a person's productivity, affect coordination, and slow reflexes. The use of unlawful drugs or controlled substances, including marijuana, can leave those substances in your body for as long as two or three days and in some cases ten days or longer. Employees at work with such substances in their system not only present a danger to our workplace and violate state and federal laws, but are also in violation of Company policy. Employees who violate this policy may be subject to termination. Employees at work under the influence of alcoholic beverages may be subject to termination.

To provide for a safer and more productive work environment, the Company may require as a condition of continued employment that an employee undergo laboratory testing to detect illegal drug or alcohol use. In order to detect the use of these substances, an employee may be directed to submit to urinalysis drug testing, a blood test or a breath scan. Any applicant who refuses to submit to the pre-employment drug test shall be ineligible for hire and any offer of hire is conditioned upon satisfactory drug test results. Employees who refuse to be tested or who test positive for the illegal use of drugs or the use of alcohol will be subject to discipline, up to and including termination of employment. Any illegal drugs found on the Company's property will be turned over to appropriate law enforcement authorities. An employee who causes an accident or injury on the job who refuses a drug test or whose test is confirmed positive will forfeit all workers' compensation medical and indemnity benefits and is subject to termination unless the employee can prove that the drugs did not contribute to the accident.

Employees who voluntarily come forward to admit a drug or alcohol problem before being asked to be tested will be given one opportunity to undergo rehabilitative treatment. Such an employee is responsible to successfully complete at his/her own expense such a Rehabilitative Treatment Program and must agree to comply with the requirements of a Relapse Prevention Program as well as follow-up drug testing prior to returning to work on a probationary basis. Refusal to submit to the Relapse Prevention Program or to follow all of the Rehabilitative Treatment Program's recommendations will result in immediate termination. If the employee works in a safety sensitive area or operates company vehicles or equipment, the employee may not be allowed to report to work during rehabilitation which will be determined by the company.

MEDICAL SUPP

Vendor Financial Contact Information

DISTRIBUTOR NAME: Gulf South Medical Supply, Inc.
A PSS World Medical Company

CORPORATE ADDRESS: 4345 Southpoint Boulevard
Jacksonville, Florida 32216

CORPORATE PHONE: 904-332-3000

DATE OF INCORPORATION: April 27, 1983
NUMBER YEARS IN BUSINESS: 27

DISTRIBUTOR FEDERAL ID#: 64-0831411
DISTRIBUTOR DUN: 032661126

BANK REFERENCE: Bank of America
715 Peachtree Street
Atlanta, Georgia 30308

BANK CONTACT NAME: Cordie Whiting
BANK CONTACT NUMBER: 888-841-8159
ACCOUNT NUMBER: 3752144224

ACCOUNTS PAYABLE: Velma Pearson – 904-332-3134
PAY TO ADDRESS: 4345 Southpoint Boulevard
Jacksonville, Florida 32216

Gulf South also has the capabilities of accepting credit card and electronic payments.