



Making Precious Minutes Count...™

SENT VIA EMAIL [debbie.kaminski@fortbendcountytexas.gov](mailto:debbie.kaminski@fortbendcountytexas.gov)

June 20, 2013

Debbie Kaminski  
Assistant County Purchasing Agent  
Fort Bend County, Texas

RE: Bid 13-006, Medical Supplies

Dear Debbie,

We value your business and the partnership we have crafted together. Please accept this letter as formal confirmation that we agree to the renewal through September 30, 2014 for the above contract. Our pricing offer for the extension is included as an attachment as allowed by the original bid specifications. There is a second attachment with manufacturer documentation to support those increases. New prices will not go into effect until October 1, 2013.

Please contact me via phone (614-760-5233) or email ([bmoore@boundtree.com](mailto:bmoore@boundtree.com)) if you have any questions.

Sincerely,

*Bethany Moore*

Bethany Moore  
Manager, Bids and Contracts



Ambu Inc.  
6740 Baymeadow Drive  
Glen Burnie, MD 21060  
P. 800-262-8462  
F. 800-262-8673  
[www.ambu.com](http://www.ambu.com)

November 1, 2012

**Re: Ambu Price Increase Effective January 1, 2013**

Dear Valued Customer,

Due to increased shipping cost as well as general product cost increase it has become necessary to increase our prices offered to you.

The price increase of 3.8% will be applied to all products effective January 1, 2013.

We thank you for your continued support of Ambu and can assure you we will continue to manufacture the highest valued healthcare products on the market. Please do not hesitate to contact us should you have any questions.

Sincerely,

Allan Jensen  
VP Sales  
Ambu Inc.  
[atj@ambu.com](mailto:atj@ambu.com)



June 19, 2013

To our valued customer:

Thank you for your continued business and your dedication to Core Products. I am very proud of our consistent history serving our customers with exceptional service, providing the highest quality workmanship with competitive pricing. Unfortunately, with the advent of a new year, we have reluctantly faced the need to modestly increase the price of your products. The increase will represent an approximate increase of 3% on most items.

One of the most useful tools we use for trend forecasting is the service provided by ITR Economics<sup>®</sup>. ITR provides a monthly short term and long term forecast for virtually every sector of the U.S. economy. They also provide advice to use their findings and predications in making logical decisions during each business cycle. We focus many of our business decisions on the activity in the Nondurable Medical Goods sector. According to the most recent data from ITR, the current sales trend in this sector is positive, with results and predictions for above average growth vs. the U.S. economy as a whole for both 2012 and 2013. While this is generally good news, there are several other factors we consider when making price adjustments, and most of these are not as favorable.

This year we recognized the need to offer a modest wage increase. This was long overdue. The consumer price index increase of 2.7% made it imperative for us to help meet the needs of our employees, many of whom had not received a cost of living increase for several years. We also expect that the unavoidable, significant increase in employee benefits will continue to be a negative factor in 2013, compounding the large increases in health insurance in 2012.

Rising oil prices and the current drought will both inflate our transportation and raw material costs as well. Polyester fiberfill and polyurethane foam are major raw materials used in several products; both are made from petroleum. Most sources predict that oil will rise from the current price of \$92.00 per barrel up to \$125.00 - \$135.00 per barrel by midsummer 2013. The drought of 2012, which is about to become the costliest national disaster in US history, will also have an impact on cotton prices, directly affecting the cost of our fabrics as well as other commodities which will have a ripple effect on our raw material costs.

As a private business, we are also concerned with the coming income tax increases in 2013 and beyond. On the positive side, it appears that the medical soft goods category will not be affected by some of the new taxes being

imposed on medical device manufacturers, and the sales trend in the medical category will continue in a positive direction with the aging of the Baby Boomers.

It should also be noted that there is a false sense of savings being promoted by suppliers from the Pacific Rim. Asian made versions of products similar to ours may appear to be a great value at first blush, but with China and its neighbors experiencing significant volatility in transportation costs, currency value, and wages, American companies can no longer afford to simply look at basic cost per piece comparisons. They must evaluate their total cost of goods, including not only the cost of the product, but also transportation, inventory carrying/overhead, delivery delays, logistics, quality/defect rates, and other internal soft costs that will quickly allow them to determine that buying American is truly a cost advantage.

As we look forward to 2013, I am optimistic that we will all share in growth and prosperity, working together to improve our businesses. If you have any questions or would like to discuss this in greater detail, I invite you to call me personally at 715-294-5512.

Sincerely,

A handwritten signature in black ink, appearing to read 'Philip Mattison', with a long horizontal flourish extending to the right.

Philip Mattison

President



Digitcare Corporation  
3304 Pico Blvd., Suite K  
Santa Monica, California 90405  
Tel: 310.287.2990  
Fax: 310.287.2995  
www.digitcare.net



September 1, 2012

Mrs. Peg Dozier  
Product Marketing Program Administrator  
Bound Tree Medical, EMS Product Marketing  
5000 Tuttle Crossing Blvd.  
Dublin, OH 43016

RE: Cost Increases

Dear Mrs. Dozier:

Digitcare greatly appreciates the business Digitcare has with Bound Tree Medical. Regrettably, all of our glove products have experienced considerable price increases during the past 12 months. Cost increases are due in part to:

- Increases in the primary Raw Material
- Commodity prices including paper goods & chemicals increasing
- Energy/petroleum costs which have increased our production and shipping costs
- Substantial Labor Cost increases in our factories

The total manufacturing cost increases Digitcare has incurred are too great for us to absorb completely. We are committed to fair pricing and we are passing on to you only a portion of our actual cost increases.

Digitcare is committed to offering the best value and highest quality products available in the market today. Meanwhile, please know we appreciate your business more than ever. If you want to discuss our pricing or offer any feedback, please call or email me at your convenience.

Thank you again for your support.

Sincerely,

Bill Jordan  
General Manager  
Digitcare Corporation  
310.287.2990  
bjordan@digitcare.net

**Moore, Bethany**

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**Subject:** RE: EXEL INTERNATIONAL 10138 FOR 1-1-2013 FW: EXEL 2013 Product Pricing

**From:** Kris Fredericks [<mailto:kris@exelint.com>]

**Sent:** Thursday, November 15, 2012 4:08 PM

**To:** Weber, Jerry

**Subject:** EXEL 2013 Product Pricing

Nice talking to you Jerry and thanks for the help. Attached is your pricing for 2013, there has been a 4% increase on all EXEL products effective January 1<sup>st</sup> 2013.

Thanks!

Kris Fredericks  
EXEL International, Co.  
800-940-3935 ext. 204  
800-308-5048

**Moore, Bethany**

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**Subject:**

RE: 2013 Price List - Faretec

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**From:** FareTec Inc. [mailto:[lsackett=faretec.com@mail46.us1.rsgsv.net](mailto:lsackett=faretec.com@mail46.us1.rsgsv.net)] **On Behalf Of** FareTec Inc.  
**Sent:** Friday, November 30, 2012 1:40 PM  
**Subject:** 2013 Price List

IMPORTANT, this email contains the FareTec Inc. 2013 Price List! Please save.

Is this email not displaying correctly?  
[View it in your browser.](#)



Dear Valued Business Partner,

FareTec Inc. has been able to maintain our low prices to distributors on virtually every product, without change, for the past five years. We strive to control our costs at every level in order to offer the best value to our customers.

However, recent reforms to our national health care system, coupled with the rising cost of labor and materials, has prompted a vital increase in FareTec's price structure. The result will be a net increase of 5.3% on our entire 2013 product line. This increase will enable our company to remain financially healthy while still allowing for our customer service, research, development and quality control standards to be met. Please download the new 2013 Price List here, or forward this email to the person responsible for such updates.

So now is a great time to take advantage of our current prices before the increase. Any orders placed between now and the end of the year will be shipped at the 2012 pricing. Please feel free to take advantage of this cost savings.

Regards

Tod Sackett  
President



FareTec Inc.  
Responder Products TM



### CT-EMS NEW Video

Great tool for selling our traction leg splint.



### FastSet-3 NEW Video

Discover the advantages of the FS-3 over aluminum splints.

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You opted onto our mailing list at the trade show via our signup form.

**Our mailing address is:**

FareTec Inc.  
1610 West Jackson St  
unit 6  
Painesville, OH 44077

[Add us to your address book](#)

[unsubscribe from this list](#) | [update subscription preferences](#)





P 937.382.1451  
F 937.382.1191

70 Well Way  
Wilmington, Ohio 45177

877.733.0911  
[www.ferno.com](http://www.ferno.com)

October 1, 2012

Subject: **Ferno Price Increase Effective January 1, 2013**

Dear Valued Partner:

On June 28, 2012, the U.S. Supreme Court upheld a provision of the Affordable Care Act that imposes a Medical Device Tax as of January 2013. Accordingly, this letter serves as official notification regarding Ferno's price increase of 6.5% on all products effective January 1, 2013.

At Ferno, we have resisted raising our prices and chose instead to concentrate on our own internal cost structures, improved productivity and hard negotiation with our suppliers. These efforts have allowed Ferno to keep its current pricing structure for the past year and a half. Regrettably, we can no longer make up this difference.

Our new price list will be sent to you with a January 1, 2013 effective date of the price increase. Per our existing policy, Ferno will honor all outstanding quotations made by you to your potential customers for a period of 90 days. For current pricing to be honored, it will be necessary for you to provide us with a copy of your quotation along with your order. Any order received prior to January 1, 2013 and dated for immediate shipment, will receive current pricing.

Ferno pledges to continue to manufacture only the highest value, quality pre-hospital products on the market today. We thank you for purchasing Ferno products and appreciate your understanding and support in this matter.

If you have any questions, please do not hesitate to contact me directly at (800) 733-3766.

Best regards,

A handwritten signature in black ink, appearing to read 'Christopher C. Cleves'.

Christopher C. Cleves  
Director, ERS Division

**Moore, Bethany**

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**Subject:**

RE: 2013 Distributor List Pricing for Gloves

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**From:** Thomason, Melissa [<mailto:mthomaso@kcc.com>]

**Sent:** Friday, November 30, 2012 3:02 PM

**Subject:** 2013 Distributor List Pricing for Gloves

Dear Valued Kimberly-Clark Distributor,

The attached file contains your discounted Distributor List Pricing for Gloves effective February 1, 2013. Please update your databases accordingly.

If you have any pricing related questions, feel free to contact our Pricing Team at 1-800- 222-0126.

We appreciate your continued support of our products.

Sincerely,

 **Kimberly-Clark Corporation**

**Melissa Thomason • Pricing Analyst •**

1400 Holcomb Bridge Rd, Roswell, GA 30076

☎ 770-587-7799 📠 770-587-7719 ✉ [mthomaso@kcc.com](mailto:mthomaso@kcc.com)

[www.kchealthcare.com](http://www.kchealthcare.com)

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This e-mail is intended for the use of the addressee(s) only and may contain privileged, confidential, or proprietary information that is exempt from disclosure under law. If you have received this message in error, please inform us pro by reply e-mail, then delete the e-mail and destroy any printed copy. Thank you.

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September 28<sup>th</sup>, 2012

Re: 2013 Price Notification—Effective October 8<sup>th</sup>, 2012

Dear Valued Customer,

Enclosed is your 2013 pricing.

We are pleased to announce that we have revised your price downward on select natural rubber latex products due to favorability on raw material costs.

Please note that your new pricing goes into effect October 8<sup>th</sup>, 2012.

Thank you for your business and your continued support of Microflex. Best wishes for prosperity and peace throughout 2012 and into the coming New Year.

Respectfully,



Kathy Zanzucchi, Director of Marketing

**MICROFLEX®** | 25  
THE MOST TRUSTED NAME IN GLOVES®

Tel: (866) 931-3613 ext 9064

eFax: (847) 739-9064-Cell: (847) 875-0438

Email: [kzanzucchi@microflex.com](mailto:kzanzucchi@microflex.com)

[www.microflex.com](http://www.microflex.com)

*a subsidiary of BarrierSafe Solutions International*

W. Todd Brinker, Vice President of Sales

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eFax: (513) 672-0620-Cell: (858)344-0400

Email: [tbrinker@microflex.com](mailto:tbrinker@microflex.com)

[www.microflex.com](http://www.microflex.com)

*a subsidiary of BarrierSafe Solutions International*



To view this email as a web page, go [here](#).

North  
Safety

## Honeywell

November 2, 2012

Dear Distributor Partner:

The purpose of this communication is to inform you that we will be implementing a nominal 1.8% price increase in the US, effective January 1, 2013.

The price increase spans all product categories; however, not all items are affected. To view the price changes by product category, [click on this link](#). Price changes will be effective on all new orders received beginning January 1, 2013.

As part of our efforts to provide additional enhancements and improve the ease of doing business with Honeywell Safety Products (HSP), we are pleased to announce that all\* your 2013 pricing information for HSP can be accessed 24/7 via our pricing portal [www.HSPpricing.com](http://www.HSPpricing.com). The portal will contain item pricing detail for legacy North items in addition to legacy Sperian personal protective equipment. **This feature will be open to you on November 1, 2012**

Based on this accessibility to pricing, HSP will not be producing a printed price book. Any existing pricing contracts for legacy Sperian products will be visible in the pricing portal, and your sales representative will advise you for legacy North pricing contracts. **If you need help to access the Honeywell Safety Pricing Portal, please contact the HSP Customer Care team at 800-430-4110 (HSP/North) or 800-430-5490 (HSP/Sperian.)**

\*NOTE: For 2013, the footwear product pricing will be harmonized with the full HSP product pricing seven tier structure; however, a separate price list will be provided under separate cover (available as a pdf document in the pricing portal). Footwear customers will enjoy their current 2012 column discount through 2013.

Additionally, please note that your new 2013 pricing tier level can be viewed on the [pricing portal](#) when you log in. This tier level designation was determined by your last twelve months (thru July 2012) Honeywell Safety Products net shipments.

Apart from offering 24/7 access to your HSP pricing, the team has provided several other service enhancements over the past year including:

- **ONE HSP Technical Support Line 800-873-5242** for ALL technical product and application questions across the legacy Sperian and North portfolios including Uvex, North, Howard Leight, Miller, Fibre-Metal and Servus brands
- **Many NEW Products already launched this year including:**
  - o Uvex Bayonet, Uvex Mercury and Uvex Carbonvision
  - o Fibre-Metal Tigerhood Futura XXL
  - o Miller QuickPick Rescue Kit
  - o Howard Leight Sync Family, Howard Leight Max Small
  - o North Compact Air 200 PAPR, lower profile cartridges and CF1000
- **Miller fall protection now available in our West Coast DC in Reno**, allowing for immediate access to **103 of the top selling SKUs** that represent the key components to



a complete personal fall arrest system. [View a list of the Miller items in stock.](#) This has allowed the elimination of the extra transit time required when shipped from an East Coast facility - A savings of at least 2-3 days!

- **NEW Rapid Response Program** for Fall Protection designated items will ship same business day when orders received in HSP Customer Care by 2pm EST providing product on time where needed!
- **Marketing support including the all NEW! [Honeywell Safety Products Top Sellers Catalog](#)** is now available for your sales opportunities!

We trust that these customer enhancements demonstrate our commitment to provide an improved ease of doing business and maximize the opportunities for our Distributor Partners to increase revenue. We have multiple other improvements in the pipeline to help deliver on our commitment to being the best PPE provider and will share them with you as they become available.

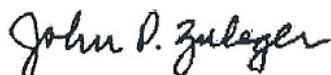
In addition, as part of our product portfolio review, we have identified items within several of the product categories that will be discontinued in 2013. The affected items, along with suggested replacements, can be found on the attached [Discontinued Item listing](#). The timeline for items to be discontinued ranges from immediate to December 31, 2012; please reference the attached list for the specific timing for each product. The standard return policies apply for these items.

Thank you for your continued support and partnership. We continue to be excited about the future and the many opportunities that HSP can provide our customers.

**Again, if you need help to access the Honeywell Safety Pricing Portal ([www.HSPpricing.com](http://www.HSPpricing.com)), please contact the HSP Customer Care team.**

For other questions, please contact your HSP Sales Representative or Customer Care team at 800-430-4110 (HSP/North) or 800-430-5490 (HSP/Sperian.)

Sincerely,



John P. Zuleger  
Vice President/General Manager, Americas

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For a list of the family of brands offered by Honeywell Safety Products, click [here](#)

This email was sent to: [marisa.meyers@honeywell.com](mailto:marisa.meyers@honeywell.com)

This email was sent by: Honeywell Safety Products  
900 Douglas Pike Smithfield, RI 02917 United States

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TW Medical™

February 11, 2013

Dear Valued Customer:

As you are aware, prices for raw materials, transportation and services are constantly increasing. For the past few years, TW Medical has absorbed these costs. However, effective January 1, 2013, we needed to initiate a price increase for Bound Tree Medical. The increase will be between 4.17% and 47.06% on many of the items. Please let me know if you have any questions.

Sincerely,

Robert Hill  
TW Medical  
A Division of Animal Health International Inc.  
(888) 787-4483 ext 1012  
(970) 347-1112 fax

Fort Bend County  
 Bid Renewal 13-006  
 Bound Tree Medical  
 June 20, 2013

Item ID	Item Description	Vendor Name	U/M	Price	Vendor Incr	New Price
230010	ELECTRODES FOAM ADULT 10/PK 50PK/BX 2BX/CS BLUE SENSOR (**100 PACKS PER CASE)	AMBU, INC.	PK	2.78	3.80%	2.89
264003	EXTRICATION COLLAR NECKLESS 50/CS AMBU PERFIT 000 264 503	AMBU, INC.	EA	2.66	3.80%	2.76
264002	EXTRICATION COLLAR PEDIATRIC 50/CS AMBU PERFIT 000 264 502	AMBU, INC.	EA	2.66	3.80%	2.76
264004	EXTRICATION COLLAR SHORT 50/CS AMBU PERFIT 000 264 504	AMBU, INC.	EA	2.66	3.80%	2.76
264001	EXTRICATION COLLAR INFANT 50/CS AMBU PERFIT 000 264 501	AMBU, INC.	EA	2.66	3.80%	2.76
264005	EXTRICATION COLLAR REGULAR 50/CS AMBU PERFIT 000 264 506	AMBU, INC.	EA	2.66	3.80%	2.76
264006	EXTRICATION COLLAR TALL 50/CS AMBU PERFIT	AMBU, INC.	EA	2.66	3.80%	2.76
560302	SPLINT FULL LEG, CHILD, 11.75 IN X 28 IN FRACTURE-PAK	CORE PRODUCTS INTL	EA	30.60	3%	31.52
560305	SPLINT FULL ARM, CHILD, 10.875 IN X 14.75 IN FRACTURE-PAK	CORE PRODUCTS INTL	EA	19.38	3%	19.96
563503	SPLINT FULL LEG, ADULT, 18.5 IN X 37.5 IN FRACTURE-PAK	CORE PRODUCTS INTL	EA	39.68	3%	40.87
563505	SPLINT FULL ARM, ADULT, 12.5 IN X 24 IN FRACTURE-PAK	CORE PRODUCTS INTL	EA	20.93	3%	21.56
563511	SPLINT ELBOW OR FOOT 10.5 IN X 13.875 IN FRACTURE-PAK	CORE PRODUCTS INTL	EA	20.57	3%	21.19
290103	Gloves, Defender, LG, Nitrile, Powder Free, Slate Blue, 10 in Cuff, Latex Free 100/bx 10bx/cs	DIGITCARE CORPORATION	BX	9.99	3%	10.29
357290	LUER ADAPTER MULTIPLE SAMPLE 100/BX 10BX/CS	EXEL INTL	BX	10.71	4%	11.14
601037	BLOOD TUBE HOLDER 10/BG 100BG/CS	EXEL INTL	BG	0.77	4%	0.80
566522	TRACTION SPLINT W/ ALUM RATCHET LEG CHILD QD-3	FARETEC, INC.	EA	189.16	5.30%	199.19
566524	TRACTION SPLINT W/ ALUM RATCHET ADULT QD- 4	FARETEC, INC.	EA	189.16	5.30%	199.19
566726	TRACTION SPLINT COMBINATION WITH ALUMINUM RATCHET QD-3 AND QD-4	FARETEC, INC.	EA	361.45	5.30%	380.61
660011	SPLINT WIRE LADDER 12/PK	FARETEC, INC.	EA	4.61	5.30%	4.85
685111RB	TRAUMA/AIRWAY MANAGEMENT KIT PROFESSIONAL III ROYAL BLUE	FERNO WASHINGTON	EA	231.01	6.50%	246.03
52103	SAFESKIN GLOVE, LG PURPLE NITRILE STERILE, SINGLE 100/BX 4BX/CS LATEX FREE	KIMBERLY-CLARK CORPORATION	CS	170.00	3%	175.10



Fort Bend County  
 Bid Renewal 13-006  
 Bound Tree Medical  
 June 20, 2013

52101	SAFESKIN GLOVE, SMALL PURPLE NITRILE, STERILE,SINGLE, EXAM LATEX FREE 100/BX 4BX/CS	KIMBERLY-CLARK CORPORATION	CS	170.00	3%	175.10
52102	SAFESKIN GLOVE, MED PURPLE NITRILE, STERILE,SINGLE, 100/BX 4BX/CS LATEX FREE	KIMBERLY-CLARK CORPORATION	CS	170.00	3%	175.10
US220XS	MICROFLEX ULTRASENSE X-SMALL NITRILE GLOVE, PF 100/BX 10BX/CS	MICROFLEX	BX	6.87	0.15%	6.88
US220L	MICROFLEX ULTRASENSE LARGE NITRILE GLOVE, PF 100/BX 10BX/CS	MICROFLEX	BX	6.87	0.50%	6.90
<b>Item ID</b>	<b>Item Description</b>	<b>Vendor Name</b>	<b>U/M</b>	<b>Price</b>	<b>Vendor Incr</b>	<b>New Price</b>
US220XL	MICROFLEX ULTRASENSE X-LARGE NITRILE GLOVE, PF 100/BX 10BX/CS	MICROFLEX	BX	6.87	0.50%	6.90
US220M	MICROFLEX ULTRASENSE MEDIUM NITRILE GLOVE, PF 100/BX 10BX/CS	MICROFLEX	BX	6.87	0.50%	6.90
US220S	MICROFLEX ULTRASENSE SMALL NITRILE GLOVE, PF 100/BX 10BX/CS	MICROFLEX	BX	6.87	0.50%	6.90
M233772	BANDAGE ADHESIVE PLASTIC 1 IN X 3 IN 50/BX 24BX/CS	NORTH SAFETY PRODUCTS	BX	1.53	1.47%	1.55
620060	SYRINGE ONLY LUER LOCK 60CC 25/BX	TW MEDICAL	EA	0.50	4.17%	0.52
620010	SYRINGE ONLY LUER LOCK 10CC 100EA/BX	TW MEDICAL	EA	0.13	4.17%	0.14
620030	SYRINGE ONLY LUER LOCK 30CC 25/BX	TW MEDICAL	EA	0.40	4.17%	0.42
620038	NEEDLE HYPODERMIC 23 GAUGE X 1 IN 100/BX 10BX/CS	TW MEDICAL	BX	4.43	4.17%	4.61