

PPE Suppliers

Identifying reliable personal protective equipment (PPE) suppliers during the COVID-19 pandemic has been extremely challenging for providers. AHCA/NCAL has vetted countless vendors and concluded that the best indicator of potential suppliers is members' experiences ordering and receiving supplies in this uncertain time. AHCA/NCAL has compiled a list of vendors that have successfully delivered PPE to long term care providers during the pandemic.

The list of suppliers below does not reflect an endorsement by AHCA/NCAL, nor is it a seal of approval. Rather, member can use this as a resource as they consider their options for ordering and obtaining PPE when PPE is not available through their ordinary supply chain.

Members should still ask questions and only place orders in quantities that they are comfortable with. PPE availability currently is changing daily for all suppliers, and FEMA allocation directives also can impact availability from some suppliers that are working with FEMA to distribute PPE to hotspots across the country. **Current PPE demand may exceed supply available for many suppliers, so a supplier may not have a particular PPE item available when you contact them.** Ask when you should check back with them.

AHCA/NCAL members who have identified other PPE suppliers that have delivered quality PPE supplies (N95s, KN95s, 3-ply surgical face masks, face shields and medical use gloves and gowns) are encouraged to share that vendor information with AHCA/NCAL by emailing COVID19@ahca.org for evaluation.

List of Suppliers:

Medline Industries continues to manufacture and distribute all essential PPE such as face masks, gloves and gowns. While their allocation process prioritizes stock to their current customers, at times they may have some available stock in pockets of the country. For the latest information on PPE availability please visit their COVID-19 resource site: www.medline.com/covid19 or reach out to your Medline representative.

Direct Supply is sourcing and distributing a variety of PPE ranging from masks, gloves, goggles and gowns to sanitizer and bleach. They also supply numerous other products that are in high demand during this pandemic (thermometers, pulse oximeters, oxygen concentrators, meal delivery items, etc.) Additionally, they have created a checklist and are providing equipment necessary to create COVID Separation Units. With the current global supply chain dynamics, product availability is hard to predict, but you can get more information by going to www.directsupply.net, emailing covidneeds@directsupply.com, or contacting your Account Manager at 800-634-7328. If you have a contact that you work with regularly, you should contact them directly.

McKesson notes that the COVID-19 pandemic is driving a substantial spike in demand for PPE and that demand continues to outpace supply, in many cases by a factor of about 10 to 1. McKesson is doing what they can to diversify their sources across the globe and identify new materials, manufacturers and markets for these critical products that are so badly needed. They are prioritizing current customers based on an allocation system that utilizes historical usage in order to protect and maximize inventories and supply. Please contact your McKesson Account

Manager or contact Customer Service at 800-654-0418 to check product availability. For more information, visit mckesson.com.

TwinMed continues to aggressively ramp up and diversify their manufacturing capacity and has sourced large volumes of all essential products and equipment throughout the pandemic while prioritizing the needs of their current customers. They are providing these facilities with innovative and long-term sustainable solutions to ongoing market PPE problem areas by offering an extensive range of high end, fully certified and wash-tested reusable gown and mask options. In addition to a full line of over 85,000 regularly stocked medical supplies and products, they have curated a complete range of all PPE, Gloves, Testing Products, Disinfection, Equipment, Respiratory Supplies, Thermometers etc. Please visit the TwinMed website or contact your TwinMed account representative or email their dedicated Covid-19 email at covid19@twinmed.com to learn how they can help with your facility needs. For more information, please visit TwinMed.

PPE USA Supply Company provides Surgical Masks, KN95s, PCR RNA 2 Hour Detection Tests, Disposable Gowns, Washable Gowns, Gloves, Face Shields, Bouffant Caps and Hand Sanitizer (8oz, Gallon with pump and Barrels). All products are sourced from USA, South Korean and Chinese FDA approved factories with proper documentation. Most supplies are in stock and can be shipped the same day. Their prices include UPS shipping (3-5 days) and overnight shipping can be arranged for an additional charge. Large orders (50k-100k pieces) can be shipped directly from the manufacturer. Expected delivery dates of items that are not in stock can range from 7-18 days. PPE USA Supply Co. is managed by an experienced Health Care Administrator and Entrepreneur who understands your needs! Online Ordering: www.ppeusasupply.com or email: jeff@ppeusasupply.com.

BYD Care is currently the world's largest face mask manufacturer that makes over 50 million top quality facemasks daily. BYD is a publicly-traded company and is part of Warren Buffet's Berkshire Hathaway Portfolio. BYD was awarded the State of California's \$1 billion N95 NIOSH contracts and has been supplying top quality N95 (NIOSH), KN95, Level III, Level II, and hand sanitizers throughout the United States and the world. BYD's top customers are some of the prominent healthcare providers, federal, state, and local governments. ** BYD currently HAS LIMITED allocation for long term care and other medical customers. BYD can help long term care providers procure top quality PPE directly from the manufacturing source. For direct purchase and the latest information on PPE availability, please contact Mr. Samuel Kang who is overseeing long term care sales at sam.kang@byd.com or call 626-234-3838. Visit the BYD website at www.byd.care.

Saturn Five Health is a company that has been reported to be reliable and will now accept smaller orders of PPE. To view what Saturn Five Health has available, go to www.saturnfivehealth.com and complete the online form to request a price quote.

M Plus is a New Jersey based PPE supply company that ships direct to individual facility locations. Their products are in stock today and ship same day from New Jersey via UPS. Ordering is easy as there currently are three items available for purchase. They will add more products in the future but will only post those products when they have inventory. The current three products are:

- N95's- They verify the authenticity of suppliers with the CDC, making sure the brand as well as the TC codes are appropriately listed. They also consult daily with their own FDA regulatory attorney.
- Disposable CPE gowns- thumb loop at wrist, packed 200/case. They have product arriving weekly via ocean to their warehouse.
- Level 2, 3 ply, ear loop masks-consistent supply on hand.

Order at www.ppe.mplus.us or call Mark at 301-279-8780 if you need larger quantities or have any questions.

Techman Sales, Inc. sells medical masks and KN95 respirator masks that they sell in quantities from 100 to 50,000. Per unit pricing varies based on quantity ordered, and orders are shipped first come-first served from Ohio as supply is received. Orders are placed using a credit card over the phone. Call Techman Sales Inc. at 419-884-0525. For questions and additional information, please contact David Baldrige at dbaldrige@techmansales.com.

independENT Dental Solutions -- With the help of [CliftonLarsonAllen \(CLA\)](#), long term care providers can now order PPE through the [independENT Dental Solutions](#) site. This resource is tailored for smaller PPE orders. Users create an account and then can shop online for PPE supplies. Currently, orders are taking three to four weeks for delivery. For more information, visit the independENT Dental Solutions [shopping platform](#).

Turenne PharMedCo is a quality-driven provider of medical supply solutions proudly serving residential healthcare facilities across the nation. PharMedCo provides the agility that is important to providers and works to ensure our services and solutions are customizable. PharMedCo strives to be a partner that helps our customers to successfully meet their challenges. To learn more, visit their [PPE & Critical Supplies Program](#).

Sanford Dynamic Dental partnered with a local brewery and clothing manufacturer to bring health care providers sanitizer (hand and surface cleaner) and has sourced other PPE products. Products include sanitizer, masks (KN95, surgical, and cloth), disposable gowns, acrylic barrier shields, and wall/floor social distancing graphics. Order minimums are low, with bulk pricing options also available. They have large stock quantities on all listed products. Products are shipped next day ground from Macon, Georgia.

- **Sanitizer** - As low as \$30/gallon
- **Masks** - As low as \$1.09/mask
- **Disposable Gowns** - As low as \$3.25/gown
- **Acrylic Barrier Shields** - As low as \$99.99
- **Floor/Wall Social Distancing Graphics** - As low as \$8.49

Order through their website at www.sanfordDMD.com/shop. For questions, please call Summer Sterling Grisamore at 478-254-8168 or email ssgrisamore@sanfordDMD.com.

The Easterseals National Office in Chicago, in effort to keep staff and clients safe, has negotiated volume discounts with a reliable vendor of Personal Protective Equipment, including masks, sanitizer and gloves. Their vendor is maintaining in stock PPE that can be delivered

within 5-7 days on most items. \$12.02/gallon sanitizer/ minimum of order of 4 gallons, masks, 0.60 cents each/minimum order of 2,000, KN95 at \$3.00/ minimum order of 1,000 -all with free shipping. Through their agreements, Easterseals can offer their preferred pricing to other organizations that are seeking PPE. The more regular volume Easterseals can deliver helps them ensure that they have in stock inventory on hand to protect their staff and clients and potentially the ability to obtain better pricing. If you are interested in ordering Personal Protective Equipment, please contact Marcy Traxler at Mtraxler@easterseals.com Marcy will provide you with the order forms and connect you directly to the vendor for expedited ordering.

Old South Trading Company is a South Carolina-based medical supply company focused on delivering quality PPE at an affordable price nationwide. With over a decade of import/export experience, the company has successfully sourced and delivered an array of goods for their customers. To help in the fight against COVID-19, Old South Trading Co. is currently stocking: level 1, 2 & 3 surgical masks, KN95s, NIOSH Approved N95s, pediatric masks, surgical and isolation gowns, medical grade infrared thermometers, disposable thermometers, gel sanitizer, disinfectant spray & wipes, bouffant caps, shoe covers, vinyl & nitrile gloves and spray nozzles for disinfectants. They have over 19,000,000 products in stock, located at their Greer, SC warehouse. They accept small and large orders that have ranged in price from \$5 to \$5 million. Visit www.oldsouthtrade.com, or contact Old South Trading Co. via email at sales@oldsouthtrade.com, or by phone at 864-706-0577.

Honeywell has invested resources to aggressively ramp up production of N95 respirators in two manufacturing facilities in the United States. Alongside NIOSH certified N95 respirators, the current Honeywell portfolio offers other essential PPE items including disposable face shields, glasses and goggles, and nitrile gloves. Long term care providers in need of PPE should [complete Honeywell's priority health care provider PPE inquiry form](#), or [contact a local authorized Honeywell distributor](#), or visit safety.honeywell.com.

Ford Motor Company has retooled its manufacturing capabilities to [produce PPE](#) during the COVID-19 pandemic, including face shields, gowns and masks. Ford's PPE selection can be viewed [here](#). To create an account and purchase PPE from Ford, click [here](#).

Community Attire specializes in providing protective equipment, including masks, gowns, and gloves. With no allocations and a constant flow of product, Community Attire provides needed supplies to health care professionals. Inventory levels are live online and provide complete transparency to the supply chain with shipping from their Los Angeles warehouse. They drop ship to multiple locations and provide live customer service. Shop online at: <https://communityattire.com/>. For questions or help with your order, please contact Chris Myers, chris@communityattire.com or call 213-761-4229.

NSI Lab Solutions Inc. is an ISO 17025, ISO 17034, ISO 17043, and ISO 9001 accredited manufacturing company and PPE supplier. NSI is a woman-owned small business serving customers for over 20 years. NSI is committed to maintaining critical PPE inventory levels throughout the pandemic. Products are kept stocked and ship same-day via UPS, FedEx, or freight for an additional charge. Orders can ship directly to individual facility locations. All PPE is sourced from FDA registered facilities, all N95 masks are FDA EUA CDC and/or NISOH approved, and masks have proper CE marks and verified documentation. 65% alcohol-based gel hand sanitizer is manufactured on-site within NSI's ISO accredited manufacturing

facility. Need large quantities? No problem, NSI can obtain large quantities for healthcare systems and ship any size order without a hassle. NSI is willing to expand the list of PPE products upon request. If you need larger quantities or have any questions just call or email us for instant assistance. E-mail ppe@nsilabsolutions.com | Toll-free: (800) 234-7837 | (919) 789-3000. Shop & Order Online: <https://www.nsilabsolutions.com/product-category/ppe/>

- Alcohol-based hand sanitizer travel size 3.4 fl.oz. (100mL) -- [NSI ITEM #HS-1234](#)
- Disposable FDA Isolation Mask 3-Ply Non-woven Pack of 50 -- [NSI ITEM #3 PLY MASK](#)
- N95 NIOSH FDA Face Mask Respirator Pack of 20 -- [NSI ITEM #N95 MASK-20PK](#)

QuadMed, Inc. is a full-line distributor of medical equipment and supplies for EMS, Fire, Law Enforcement, Nursing, Military organizations & medical professionals. Founded in 1992 in Jacksonville Florida, QuadMed also provides a full line of all PPE supplies at affordable prices, with fast delivery, and outstanding customer service. Due to the COVID-19 Pandemic, QuadMed has seen a spike in demand for certain products. PPE products can be viewed under the EMS/FIRE tab and then under the Infection Control tab at quadmed.com. QuadMed recommends that customers reach out directly to Kevin Schauder via email at kevin@quadmed.com or by phone (919) 740-4073 to get live inventory on their in stock PPE products.

Laura Hlavac International Inc (LHII) provides washable isolation gowns, surgical masks, cloth masks, and thermometers. LHII is a woman-owned St Paul, Minnesota based apparel company with 30 years of experience in custom manufacturing in the USA and Asia. In February of 2020, LHII pivoted production from apparel to cloth masks and isolations gowns to help hospitals and nursing homes in our community. LHII imports surgical masks and Thermometers. LHII has immediate stock and is able to fill orders big and small. There may be up to a six-week lead time for orders above 1,000 units. Prices are based on quantity. LHII accepts credit cards, Paypal, or checks. Orders for surgical masks, gowns and thermometers can be placed online at emergencymasksupply.com. Cloth masks can be found LauraHlavac.com. Inquiries should be directed to info@LauraHlavac.com, or call 651-690-9724.

Face Shields:

Disposable face shields do not replace the need for N95s, KN95s, or other medical facemasks. However, disposable face shields can provide splash protection and can extend the use of facemasks. Several U.S. companies are manufacturing and selling face shields that providers are using as disposable single-use face shields. Below are three resources that members have ordered and received face shields from and report they are satisfied with the quality and service:

- Disposable face shields for \$3.00 each from [As Soon As Possible, Inc.](#) (Listed price as of 7/1//20)
- Disposable face shields at [The PPE Warehouse](#). Choose the face shield with the foam headband for \$5.49 each. Enter Coupon Promo Code: **AHCA** at checkout and the price will be reduced to \$3.75 each. (Promo price as of 5/6/20).

- The Massachusetts Institute of Technology (MIT) has designed and licensed a manufacturer to produce [disposable face shields](#) in high volume. The face shields cost \$348.75 for a box of 125 (\$2.79 each) and require some quick assembly. Learn more and access their order form at [mitshield.com](#).
- Amazon Prime Air engineers designed easy-to-assemble reusable face shields that are available [here](#) on Amazon.com. Amazon is offering their face shields at-cost to help frontline workers during the COVID-19 pandemic. Amazon has also made this National Institutes of Health approved face shield design available to anyone – individual or business – via an open sourced design package, suitable for both 3D printing and injection molding, [here](#).

Gowns:

Broadway Relief Project is a coalition of Broadway designers and stitchers that normally build costumes for Broadway hit musicals. Headquartered in Times Square at Open Jar Studios, this team was enlisted and approved by the City of New York and the NYC/EDC to be part of their team creating over 2 million medical gowns for NYC public hospitals. They manufacture both reusable/washable gowns (Level 1 & 2) and disposable gowns (Level 1, 2 & 4) in New York City. They can produce 30,000 – 35,000 gowns per week and can ship anywhere in the U.S. Go to [www.broadwayreliefproject.com](#) for details on gowns and ordering, or contact Jeff Whiting (646-661-1866) jeff.whiting@openjarstudios.com for additional information.

MIP offers isolation gowns that are reusable, reversible level 2 fabric- 99% poly/1% carbon thread with 4” quick dry knit cuffs. One size fits most. AAMI Certified. Sold in cases of 72. MIP accepts ACH/EFT, Credit Card, Net 30 days. No order cancellations after 48 hours. Go to: <https://www.mipinc.com/> to order.

Large Quantity PPE Purchases:

AHCA/NCAL members who are considering making large quantity PPE purchases but are unsure about the reputation of a distributor or company, may want to consider having a targeted vendor due diligence investigation conducted.

[Hillard Heintze](#), a Jensen Hughes Company, is one of the leading security risk management and investigations firms in the world. Hillard Heintze has developed a response to support state governments with their PPE vendor vetting.

Their investigations go beyond a “check the box” watchlist screening and return meaningful information about potential new vendors, often within a day or two of a request and costs approximately \$700. These checks are best suited for U.S.-based companies and their principals; however, Hillard Heintze can conduct research internationally.

The typical scope of a vendor due diligence investigation includes:

- Confirmation of Business Registration Details
- Verification of Personal Identifiers of Principal Corporate Officers
- Federal Criminal Records and Civil Litigation Searches
- Bankruptcy Filings and Active Tax Liens
- Regulatory Bodies and Watch Lists
- Potentially Negative or Concerning Press Coverage
- Social Media and Other Internet Research
- Dark Web Searches

More in-depth investigations also can be conducted for additional fees. For more information, please contact Hillard Heintze Senior Director of Investigations Andrew Davis at andrew.davis@hillardheintze.com or 773-680-1627.

PPE Shortage Tools & Guidance:

The CDC has a [PPE Burn Rate Calculator](#) tool that health care providers can use to estimate their PPE needs. The tool is a spreadsheet-based model that will help healthcare facilities plan and optimize the use of PPE for response to COVID-19.

The CDC also has guidance titled "[Strategies for Optimizing the Supply of N95 Respirators](#)". Additional PPE information can be found on the AHCA/NCAL COVID-19 site at www.ahcancal.org/coronavirus.