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 members 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 far exceeds supply available to all suppliers, so a supplier may not have PPE 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.

**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](http://www.saturnfivehealth.com) and complete the online form to request a price quote.

**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 Baldridge 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.

**Disposable 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 5/6/20)

- 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](http://mitshield.com).

**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](http://www.ahcancal.org/coronavirus).