



**VETERANS DISTRIBUTION NETWORK, LLC**  
A LIMITED LIABILITY COMPANY

***“ Use our Buying Power to take advantage of Wholesale Pricing on Medical or Hospital Equipment and Supplies, Surgical or Dental Instruments, Disinfectants, Bio-Enzymatic Cleaners, OTC Pharmaceuticals, Nutrients, Medical Furniture, Textiles and other Healthcare Products!”***

Dear Business Associate(s):

Do you have the time to contact a multitude of healthcare product manufacturers and negotiate the best possible price, quality and terms available for the items you need? Can you supply high volume purchases as your bargaining chip for negotiating lower prices? Private clinics and doctor or dentist's offices can now benefit from our special **group purchasing cooperative** for healthcare professionals. Would you like to get *government pricing* or close to it on name brand merchandise direct from the manufacturer?

Welcome to **Veterans Distribution Network's** *group purchasing organization*, (**VPO**). You may already be familiar with the concept and benefits of belonging to a GPO or Group Purchasing Organization. Our Company's VPO is specifically geared toward providing **wholesale purchasing opportunities** to qualified ***Healthcare Physicians and other Medical Personnel*** located throughout the United States. This includes Hillsborough, Pinellas, Sarasota, Orange, Pasco and Polk counties in Florida. In addition, there are no fees or monthly costs to join our network. How is this possible? At the center of our negotiating power is Veterans Distribution Network, (VDN) an emerging leader in sales of discounted quality medical equipment and supplies to government owned medical facilities serving military veterans. VDN already has wholesale contracts in place with leading manufacturers and currently serves institutions in Florida such as ***James A. Haley VA Medical Center in Tampa, the Orlando VA Medical Center and Bay Pines Regional VA Medical Center in St. Petersburg.*** VDN passes along to you its savings earned from the volume discounts reserved for larger institutions. Your practice benefits from the government's awesome buying power and a rate structure which allows for much lower pricing.

There are **no special costs to become a member** of our purchasing network. To begin placing orders, simply visit our web-site and sign up on-line using our convenient electronic VPO application form. Someone will contact you within a few days with additional information on the products offered through our program. The savings will be immediate! Please note that a one page worksheet is available which provides us with a list of the products used by your practice on a regular basis. Our Company will be happy to research them for you, find the best price and supply these items to your business at a lower cost. Some of the **manufacturers** that we currently represent include: *Medline Industries, Whipmix, VWR Laboratory, Wells Johnson Company, Olympus, Gyrus ACMI, Surgical Innovations, Wexford Labs, Fisher Scientific, Artromick Medical Carts, Tri-anim, Standard Textiles, Midmark and Boundtree EMS.*

**MEDICAL, DENTAL & HOSPITAL EQUIPMENT & SUPPLIES**  
MOBILITY DEVICES • SURGICAL INSTRUMENTS • DISINFECTANTS • REHAB PRODUCTS

- NICON PROFESSIONAL BUSINESS COMPLEX -  
**5425 NORTH 59TH STREET, TAMPA, FLORIDA 33610 USA**  
**(800) 448-9630 / FAX: (813) 707-0228**  
www.3VDN.com

I think you would agree that in a troubled economy it makes good sense to take advantage of any opportunity that could add to your bottom line. Veterans Distribution Network welcomes the chance to work with you to ***immediately lower the cost of your medical purchases*** while assisting you in maintaining your budget. Therefore, it is my pleasure to provide the following information in an effort to establish an enhanced business relationship between our wholesale buying network and your practice.

**Veterans Distribution Network, LLC** is a small minority owned and operated company. Its main office is located at 5425 North 59<sup>th</sup> Street in Tampa Florida. The Company primarily operates as a wholesale distributor specializing in the procurement and sale of discounted *Medical, Dental and Hospital equipment, instruments and supplies* to the federal government. Through business alliances, Veterans Distribution Network and its major suppliers are able to obtain a broader range of volume discounts. VDN has negotiated several deals for various hospitals and VA Medical Centers throughout America. References with *local* contact numbers are provided below for your review:

#### **REFERENCES / VETERANS DISTRIBUTION NETWORK:**

1. Bay Pines VA Medical Center, Donna Bottey, SPD Buyer, (727) 398-6661 x 7337
2. Bay Pines VA Medical Center, Gwen McCranely, Buyer, (727) 398-6661 x 5314
3. James Haley Veterans Hospital, Frank Lloyd , Purchasing Agent, (813) 978-5908

**Our Florida tax exempt# is: 39-8013495220-8, Duns# 615371304, FEIN: 26-0130899**  
**Banking references are available from: Bank of America & Suntrust Bank**

The management and staff of VDN possess over 50 years of experience in contract administration, procurement and project management in various disciplines. They have also worked over time for such companies as Canon USA, AT&T, Honeywell, Musser and Richard's Dental Surgery, Badger America Engineering, the USF College of Medicine and several military installations. **Medline Industries**, as a major partner of VDN, brings over 40 years of experience as a respected supplier of medical equipment and supplies to hospitals, nursing homes and medical centers across the country. Medline provides *next day delivery* of its products from several strategically placed warehouses and distribution centers located throughout the United States. Wexford Labs, a nationally recognized manufacturer of disinfectant products, is our partner in advanced cleaning and **Green Program** Solutions. Wexford has many years of experience in providing quality disinfectants for major corporations and government agencies worldwide.

Our primary distribution model is **2-3 day delivery** via dropship of products direct to your location. VDN will also hand deliver products locally as needed on a limited basis. Some orders may require more time depending on quantity or product requested. Please note that our **minimum order** is **\$50.00** per purchase order and you can request a quote by E-mail or Fax. Payment can be via check, credit card or net 30 days.

If you have any further questions, please call our office at **(800) 448-9630**. Otherwise, VDN will be calling on you soon to discuss this matter in person.

Sincerely,

*Dan Holmes*

**Dan Holmes**

VPO Sales Manager

Veterans Distribution Network

DH/ba

cc: Virgil L. Colden, CEO/President

**- MEDICAL AND HOSPITAL EQUIPMENT OR SUPPLIES -**  
**SURGICAL AND DENTAL INSTRUMENTS • MOBILITY DEVICES • DISINFECTANTS AND REHAB PRODUCTS**