

We're more than just suture!

Suture is our business, that's for sure! But did you know that we also distribute Complete Orders Tomorrow for all your wound closure products? We stock the following on our shelves: *Ethicon Endo, Covidien Auto-suture, Valleylab, Mesh, Permacol, Applied Medical, Weck, Nellcor Pulse Ox, Blake Drains, Hemostasis, Advanced Wound Care, 3M Steri-strips & staplers.*

Add these to your PO's today!



Did you Know?

SE delivers savings well beyond our low distribution fees, consider:

- Inventory reduction as a result of the industry best service level.
- Par level reduction, and commensurate inventory turn increase.
- Reduced carrying cost and obsolescence expense.
- Improved overhead utilization as a result of quick PO/Invoice cycle and accuracy.
- Elimination of ancillary fees such as drop-ship, expedite & min. order fees.
- SE provides purchase, contracts & compliance analytics for free.

SE provides savings and service gains today, tomorrow and EVERYDAY!

The Porsche in the School Zone Dilemma



I recently met with a multi-hospital system supply chain executive who commented that his hospitals were not taking full advantage of Suture Express' superior fill rates and next-day delivery model due to their lack of effective inventory management. He explained that even though his hospitals know they can count on Suture Express to provide them what they need, when, where they need; a portion of the value proposition is lost because the hospitals have not adjusted their inventory levels accordingly. He lamented the fact that his on-hand inventory of Suture & Endo products exceeded 40 days and shared that his goal was to reduce it to less than 15 days. I call this the Porsche in the School Zone dilemma. Why own a Porsche when the only driving I do is the kid's car pool? Of course, I'm disregarding the coolness factor!

These comments made me wonder if other Suture Express customers are struggling with the same challenge and what changes, if any, they have made to their inventory and par levels since converting to Suture Express. I'd be interested in hearing your success stories or challenges regarding this topic. Please email your thoughts at Ed@sutureexpress.com. Also, let me know if you have any suggestions on other ways we can assist you with your inventory management needs.

Thank you for your business!

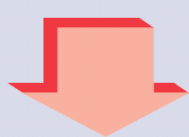
Ed Kuklenski, President & CEO

What's New?

Suture Express was born in the 90s... and like any kid born in the 90's we have our own facebook page. Will you be our friend?... Find our FB link at the bottom of our home page on the website! Oh and if you feel the need to sing our praises to the world, feel free to Tweet about us any time. Please log on to www.sutureexpress.com and tell us how we are doing, what we can do to improve or just send us a funny joke! For all feedback we get on the web we'll send you a thank you Starbucks gift card.



WHAT WE DO



- Costs
- On-hand Inventory
- Backorders



- Efficiency
- Inventory Turns
- Productivity

Reliable
Simple
Easy

How We Do It • COMPLETE • FAST • CHEAP



