



ADVANCING THE HEALTH OF YOUR PRACTICE.

Capabilities to make your practice thrive.

Products and Services for Foot and Ankle Specialists
Creating efficiencies with a single supply source

FREEING YOU TO FOCUS ON YOUR PATIENTS.

Patient care. It's why you became a foot and ankle specialist. But while you love the clinical side of medicine, you can't afford to ignore the business side. Medline can simplify the business end of your practice with products and services that free you up to give more time and attention to your patients.





We Have Everything You Need

Although you may not realize it, many of the care settings where you have privileges rely on Medline. We provide everything from general supplies to surgical solutions to advanced wound care treatments. We're also uniquely positioned to supply all of the critical items required for your office. Our offerings are supported by product specialists with the expertise and knowledge to answer all your questions and address all your needs.



Yes, Even Specialized Foot and Ankle Items

As the largest privately held manufacturer and distributor of medical-surgical products, Medline has relationships with foot and ankle brands that you're familiar with:

- » Aetna Foot Products®
- » Amerigel®
- » daniPRO™
- » DARCO®
- » DJO® Global
- » Gordon Laboratories
- » PediFix®
- » Powerstep®
- » Silipos®
- » Spenco®

We are one of the few medical suppliers that can address every one of your product needs across the entire continuum of care. Plus our sourcing expertise and Medline brand products guarantee low overall costs.



Convenient Service and Support

Medline helps save you time and money through consolidated ordering and small quantity packaging. You'll also benefit from our just-in-time delivery and logistical proficiency. Our 40 strategically located distribution centers mean your order usually arrives within 24 – 48 hours after it's received.



Stress-Free Ordering

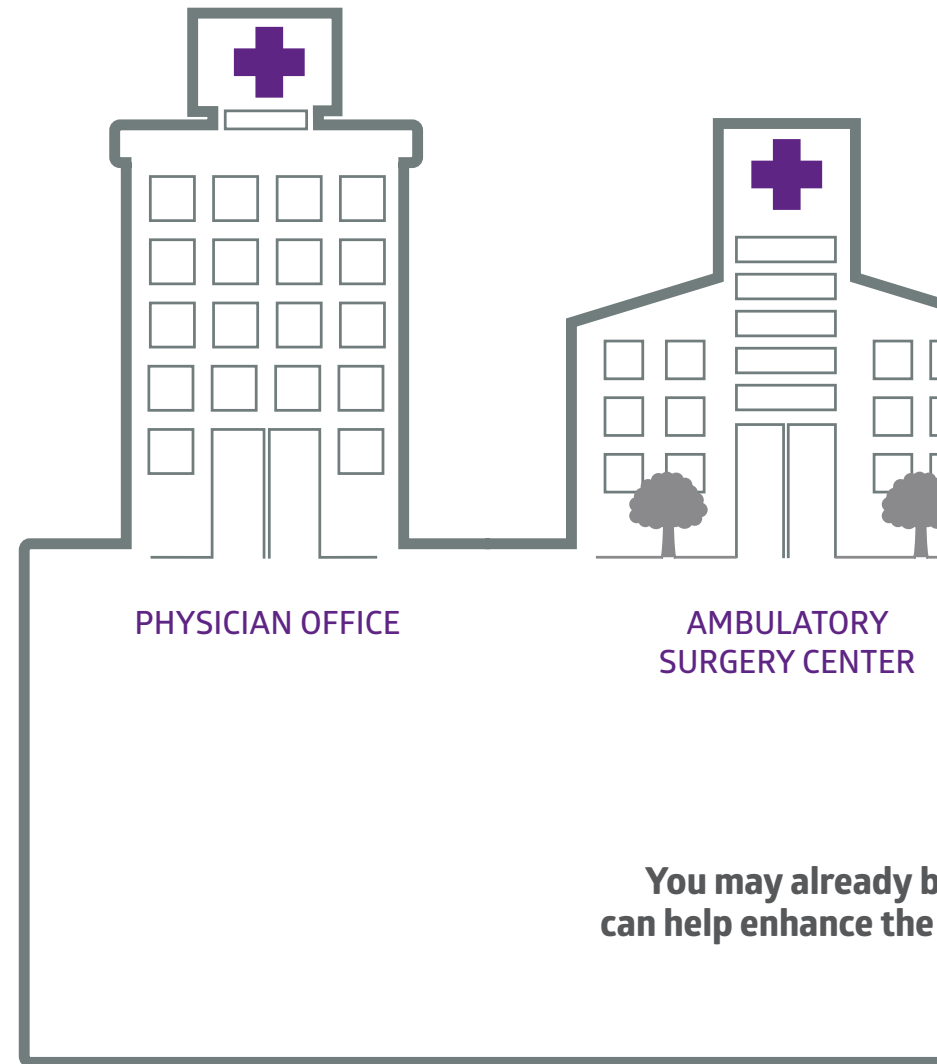
Bringing Medline into your office leads to better efficiency too. Instead of working with several vendors, you can now work with just one, resulting in less paperwork and streamlined ordering, invoicing and delivery.

PROVIDING FOR CARE ACROSS THE CONTINUUM OF CARE.

Medline understands that your care extends beyond the four walls of your office.

On any given day, you could be in the hospital, O.R., ambulatory procedure center, sports injury clinic or skilled nursing facility. But wherever you practice, Medline is there. We provide supplies, products and equipment for most of the hospitals and health systems in the U.S. We also serve long-term and post-acute facilities, community health, specialty clinics and more. So you see, in one setting and another, you already depend on Medline to meet your needs. It just makes sense to entrust your office to Medline as well.

COMMUNITY



**You may already be
can help enhance the**

ACUTE CARE



COMMUNITY, TERTIARY
OR ACADEMIC HOSPITAL

POST ACUTE CARE



SKILLED NURSING FACILITY

Working with Medline in other care settings. Let us demonstrate how we
can help you streamline your business and simplify the business of your private foot and ankle practice as well.



ADVANCED WOUND CARE

RAISING YOUR STANDARD OF CARE FOR HARD-TO-HEAL ULCERS.

Roughly 6.5 million Americans suffer from chronic wounds. Among the most prevalent are diabetic foot and venous leg ulcers.¹ More significantly, greater than 80 percent of amputations are preceded by an ulcer.² Medline provides a complete range of products for hard-to-heal wounds that consists of therapeutic compression, moisture management, gentle autolytic debridement and ionic silver-based antimicrobial wound dressings. We also offer advanced, biologically derived therapies to help address the underlying conditions of stalled wounds.



CoFlex® TLC Compression Bandage System

Compression therapy is known to improve healing in patients with existing venous leg ulcers and reduce ulcer recurrence.^{3,4} CoFlex TLC is a therapeutically effective two-layer compression bandage system that fits discreetly under clothing and shoes. The system consistently delivers 30-40 mm Hg (CoFlex TLC and XL) or 20-30 mm Hg (CoFlex TLC Lite).⁵



SilvaSorb® Antimicrobial Silver Wound Gel and Dressings

Formulated for patient comfort, SilvaSorb antimicrobial silver gel and dressings have been indispensable to foot and ankle practices for more than a decade. SilvaSorb helps manage bioburden^{6,7} and exudate⁶, while offering continuous antimicrobial protection against a broad spectrum of bacteria and fungi^{6,8}



TheraHoney® Honey Wound Dressings

No two patients have the same wound etiologies or co-morbidities. The TheraHoney® family of dressings includes a broad array of clinical options for stalled wounds. Featuring 100 percent medical-grade manuka honey, TheraHoney promotes autolytic debridement, helps manage wound odor and lowers wound pH.



Optifoam® Gentle Foam Dressings

Dressing changes can be painful for patients and traumatic to skin. But not with Optifoam Gentle. These absorbent foam dressings feature specially formulated silicone adhesive on their face and border to keep the dressing in place, while allowing you to reposition and remove it with minimal harm to patient or periwound skin.



Opticell® Ag+ Antibacterial Silver Gelling Fiber

Opticell Ag+ brings the benefits of Chytoform™ chitosan-based gelling fiber technology to chronic wound care. When moistened, Opticell's absorbent fibers transform into a conformable gel that manages drainage and helps promote autolytic debridement. Ionic silver delivers antibacterial efficacy by inhibiting growth in the dressing.



GETTING STALLED ULCERS BACK ON THE ROAD TO HEALING.

Wound healing has three distinct phases: inflammation, proliferation and tissue remodeling.⁹ Many factors can stall this three-phase healing process, causing dramatic delays in wound healing. Medline provides advanced and biologically derived therapies to help alter the physiological deficiencies that underlie chronic or delayed wounds.



Hyalomatrix® Hyaluronic Acid Wound Device

Hyalomatrix with HYAFF®, completely esterified hyaluronic acid (HA), is the next generation of care for slow-healing wounds. Upon contact with the wound bed, the HYAFF transforms into a hydrophilic gel and integrates with the surrounding tissue. This biodegradable matrix acts as a 3-D scaffold for cellular invasion—facilitating the colonization of fibroblasts and vascular cells—as well as capillary growth.¹¹ The HYAFF fibers provide HA to the wound bed in a prolonged manner, encouraging epidermal cell migration. This leads to new dermal tissue reconstruction, along with spontaneous re-epithelialization.^{11, 12}



Marathon® Liquid Skin Protectant

Management of periwound skin is an integral part of wound healing.¹⁴ Marathon is a unique, non-cytotoxic cyanoacrylate that bonds to damaged and intact skin, forming a strong and long-lasting protective layer. Marathon resists moisture, minimizes friction and shear, and helps protect against irritation from adhesives, while allowing the skin to breathe.





Revitalon® Amniotic Membrane

Revitalon helps bring new life to intractable wounds. Naturally derived from human placental tissues, Revitalon is a minimally processed amniotic membrane and is regulated as a human tissue. It is shown to contain key growth factors and cytokines, recognized as important components in wound healing.¹³



Puracol® Plus Collagen

Collagen plays a key role in each phase of wound healing.¹⁰ Puracol Plus promotes natural healing with 100 percent native type 1 bovine collagen. Our exclusive manufacturing technology preserves the collagen's natural Microscaffold™ structure, resulting in dressings that provide more collagen for a longer time. Puracol Plus Ag+ with ionic silver provides an antimicrobial barrier*.



* In-vitro testing shows that silver inhibits growth of microorganisms within the dressing

FOOT & ANKLE RECONSTRUCTION

PROVIDING INTELLIGENT SOLUTIONS FOR FOOT AND ANKLE RECONSTRUCTION SURGERY.

Like you, our goal at Medline is to enhance the lives of patients. This central focus has led to the development of foot and ankle implant systems and biologic solutions designed with surgical efficiency and enhanced patient outcomes in mind.



Medline Unite® Cannulated Screw System

Engineered for performance, our titanium cannulated screw system addresses a variety of foot and ankle procedures. The low-profile headed and headless compression screws are self-drilling, self-tapping and reverse cutting, with a STAR drive for optimal torque. All the implants and instruments in the tray are intuitively organized and color-coded for surgical efficiency.



DBM Putty & DBM Putty + CCC

Made from 100 percent human allograft, our DBM putty provides superior handling characteristics and comes preloaded in syringes for speed and convenience.



Demineralized Cancellous Sponges

Our demineralized cancellous bone allografts absorb and deliver bioactive fluids like bone marrow aspirate (BMA) to the fusion site. They are ideal for triple arthrodesis and midfoot fusions.



POST-OPERATIVE CARE

ENHANCING POST-OPERATIVE OUTCOMES

Foot surgery requires very specific follow-up care. Protecting the surgical site and providing proper stabilization, comfort and support are important to the healing process. Medline offers a comprehensive portfolio of cast boots, off-loading shoes, walkers and wound care supplies to help promote desired outcomes.



Skintegrity® Wound Cleanser

Non-cytotoxic, Skintegrity wound cleanser is specially formulated to allow fast, thorough and gentle cleansing of wounds in all stages. It operates within AHCPR guidelines and features an adjustable trigger that delivers 8.6 PSI at three inches.



DARCO® Post-Op Shoes & Boots

The DARCO MedSurg™ shoe was the first post-operative shoe to incorporate a semi-rigid sole design for greater patient comfort and faster healing. Invented more than 25 years ago, it has become the industry standard for feature versatility, quality and value.



AmeriGel® Post-Op Surgical Kit

Enhance patient compliance and outcomes by dispensing the AmeriGel Post-Op Surgical Kit from your office. Developed for use following minor surgical procedures, this all-in-one kit contains everything necessary for continuous 30-day post-operative care.



Medline Walkers

Medline walkers help increase stability following post-op procedures. Their low-profile, rocker bottom minimizes the difference in leg height, promoting a natural walking gait. Wide distance between the uprights accommodates swelling and extra dressings. Our pneumatic versions provide support and compression to help reduce pain and edema.

COMMON FOOT AILMENTS

HELPING YOU HELP YOUR PATIENTS.

While the profession has increasingly focused on wound care and surgery, the bread and butter work of foot and ankle specialists is conservative care for mycotic and ingrown toenails, corns and calluses, verruca and other common foot ailments. Medline offers all of the treatment options you're using now. We also have our own line of high-quality foot and ankle products. Consider Medline your one-stop choice for affordable, top-quality solutions that help deliver effective treatment.



PediFix® and Silipos® Foot Care Products

PediFix and Silipos orthopedic gels and gel-lined protectors easily conform to the foot, ensuring a comfortable fit. Enriched with Vitamin E and mineral oil, these innovative products provide cushioning protection, while also moisturizing and conditioning skin.



Cryodose™ Cryotherapy Kits

CyrodDose gives you a reliable, cost-effective solution for removing warts. Ozone safe and feature rich, this cone-and-bud system has a lower cost per milliliter than other cryotherapy products. Cryodose offers precise saturation, six cone sizes with measurement markers for accurate dosing, and arrow and round buds for treatment versatility.





Instruments

Our König line of instrumentation includes a variety of general and specialty instrumentation for foot and ankle specialists. They're made from the finest surgical-grade stainless steel and backed by a limited lifetime warranty. König instruments from Medline give you German quality, strength and precision at a budget friendly price.



Aetna Foot Products®

A leading manufacturer of felt products, Aetna provides a wide range of protective padding for treating arch pain, heel spurs, bunions, corns, calluses, athletic injuries and diabetic circulation issues.

IN-OFFICE DISPENSING

SETTING PATIENTS AND YOUR PRACTICE UP FOR SUCCESS.

An increasing number of foot and ankle specialists are extending their care and growing their practice through in-office dispensing. The benefits are many, including greater patient convenience and treatment compliance, as well as a strengthened revenue stream. Medline can provide you with a wide selection of orthotics, sandals, palliative supplies, foot creams and nail polishes that help your patients and your practice thrive.



Gordon Laboratories

Topical skin care products are a specialty for Gordon Laboratories. From antifungals to moisturizing creams and lotions, Gordon Labs has earned a reputation for high-quality, high-performing products.



Powerstep® Orthotics

Powerstep ProTech orthotics and Archmolds™ heat moldable insoles allow you to offer patients an affordable and easy-to-use product that provides enhanced comfort for common foot conditions. Podiatrists nationwide endorse and recommend Powerstep.





Medline Remedy® Phytoplex® Antifungal Powder and Ointment

Medline Remedy Phytoplex Antifungal products use miconazole nitrate 2% to provide treatment and relief for common fungal infections. They also have our proprietary Phytoplex blend of beneficial botanicals. Dermatologist tested, Phytoplex antifungals are hypoallergenic and non-irritating.



Spenco® Sandals

Where most flip-flops fall flat is their lack of heel and structural support. But not all flip-flops are created equal. Spenco® Total Support® flip-flops and sandals help promote comfort and support with features that offer good arch and metatarsal support, heel stability and arch shock absorption.



MEDICAL SUPPLIES

PROFITING FROM ONE-STOP SHOPPING.

Finding and ordering supplies for your practice usually involves diverse vendors, numerous items, tons of paperwork and lots of room for error. Medline can help streamline that process. As the nation's largest privately held manufacturer and distributor of medical supplies, we offer more than 350,000 products—everything from exam gloves to pharmaceuticals to syringes. We also have prominent national and specialty brands, and, of course, foot and ankle products. Here are some examples:



Injectable Pharmaceuticals

Medline supplies a large selection of frequently used injectable pharmaceuticals, with speedy delivery and low order quantities. We also have the syringes, needles, prep pads and other related necessities.



Medline Monofilaments

At first glance monofilaments may seem simple, but they are critical to testing for loss of protective sensation in diabetic patients. Medline monofilaments deliver 10 grams of force when bent to the point of flexion—the medical standard for screening for peripheral neuropathy.





Gloves

Medline exam gloves offer a variety of choices. From hand soothing colloidal oatmeal or organic aloe vera inner coatings to economical vinyl options, our innovative products use the latest technology to provide outstanding fit, strength, tactile sensitivity, barrier protection and comfort.



Needles and Syringes

The Medline brand stands for quality and value you can trust. With hypodermics, it also means a full range of syringe capacities, color-coded needle gauges, safety features and Luer types.



SIMPLIFYING YOUR OPERATIONS.

With Medline by your side, your practice will benefit from lower costs, higher efficiencies and more convenience. Our services help make ordering, delivery and invoice processing a lot easier.



Ordering Ease

The user-friendly customer order portal on medline.com is straightforward and accurate. It's designed to help your staff spend less time ordering supplies and more time managing your practice. When you consider that one Medline order can cover what you may be getting from three or four other vendors, the time savings really add up. You can also order by phone, fax or through your dedicated Medline rep.



Medline.com & Insight

The rich functionality of Medline.com and Insight, our online reporting tool, helps you manage your practice. Whether it's simple, secure online ordering or meaningful information about your usage patterns, Medline's customer-oriented technology can serve your needs.





Your Medline Representative

We know that relationships are important, so when you engage Medline you'll work with a dedicated representative who is only a phone call or email away. Behind your rep is a full-support organization of clinicians, foot and ankle product specialists, quality managers and other experts.



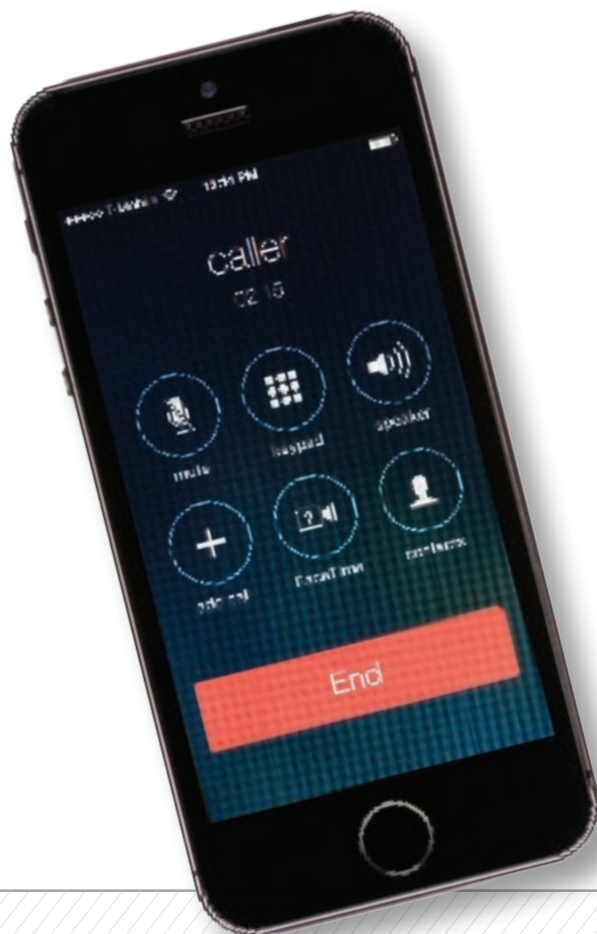
Swift and Reliable Delivery

We set high standards for order accuracy and timeliness. Our advanced logistics and 40 distribution centers strategically located throughout the U.S. ensure that you get your products when you need them, with no fuss and no stress.



Supply Chain Expertise

Medline excels at driving down costs all along the supply chain. We build our own factories, store goods in our nationwide network of distribution centers, and even produce some of our own raw materials. Our vertical integration and sourcing sophistication lead directly to cost savings for our customers.



GOING FORWARD.

Getting started with Medline is easy. Your dedicated Medline Representative will conduct a free audit to assess your practice and then develop a customized product solution that addresses your exact needs. If you decide to change to Medline, your Rep will work with you to ensure a no hassle, no headaches transition.



Common Foot & Ankle Ailments

- ☐ Antifungals
- ☐ Cryotherapy Systems
- ☐ Kinesiology Tape
- ☐ Orthopedic Gels
- ☐ Orthotics
- ☐ Protective Padding
- ☐ Plantar Fasciitis Products
- ☐ Topicals
- ☐ Wound Cleansers

Diagnostics

- ☐ Goniometers
- ☐ Monofilaments
- ☐ Sphygmomanometers
- ☐ Stethoscopes

Exam Gloves

- ☐ Aloetouch®
- ☐ Latex Gloves
- ☐ Nitrile Gloves
- ☐ Premium Vinyl Gloves
- ☐ Restore™ Oatmeal Gloves

Hand Hygiene

- ☐ Dispensers
- ☐ Instant Hand Sanitizers
- ☐ Lotions
- ☐ Antibacterial Soaps
- ☐ Antimicrobial Soaps
- ☐ Plain Soaps
- ☐ Surgical Scrubs

Housekeeping

- ☐ Bags & Liners
- ☐ Batteries
- ☐ Carts, Containers, Cans
- ☐ Cleaning Chemicals
- ☐ Cloths
- ☐ Disinfectants
- ☐ Dust Mops
- ☐ Dusters
- ☐ Facial Tissue
- ☐ Floor Care Supplies
- ☐ Germicides
- ☐ Microfiber Products
- ☐ Mop Buckets
- ☐ Mop Frames
- ☐ Paper Dispensers
- ☐ Paper Towels
- ☐ Toilet Paper
- ☐ Wet/Dry Mops

In-Office Dispensing

- ☐ Antifungal Topicals
- ☐ Diabetic Socks
- ☐ Footwear
- ☐ Insoles & Orthotics
- ☐ Moisturizing Creams and Lotions
- ☐ Post-Surgery / Injury Care Items
- ☐ Scrubbers

Instruments

- ☐ Bergmann Bandage Scissors
- ☐ Chisels
- ☐ Curettes
- ☐ Elevators
- ☐ Instrument Cleaners
- ☐ Nail Nippers
- ☐ Nail Splitter

Foot and Ankle Reconstruction

- ☐ Amnion Allografts
- ☐ Cannulated Screw Systems
- ☐ DBM Putty & DBM Putty + CCC
- ☐ Demineralized Cancellous Sponges
- ☐ Foot Plating Systems

Patient Care

- ☐ Alcohol Prep Pads
- ☐ Antiseptic Towels
- ☐ Casting Supplies
- ☐ Cleansing Towelettes
- ☐ Cotton Tip Applicators
- ☐ Disposable Gowns
- ☐ Drape Sheets
- ☐ Emesis Basins
- ☐ Exam Sheets
- ☐ Exam Table Paper
- ☐ Hydrogen Peroxide
- ☐ Isopropyl Alcohol
- ☐ Medicine Cups
- ☐ Povidone Iodine Prep Solution
- ☐ Specimen Pans
- ☐ Sterile Saline Solutions
- ☐ Swabsticks
- ☐ Underpads
- ☐ Washcloths
- ☐ Wipes

Personal Protection

- ☐ Bouffant Caps
- ☐ Face Masks
- ☐ Gowns
- ☐ Lab Coats
- ☐ Scrubwear
- ☐ Shoe Covers

Pharmaceuticals

- ☐ Cryotherapy Systems
- ☐ Injectables
- ☐ Misc. Pharmaceuticals
- ☐ OTCs
- ☐ Topicals
- ☐ Vaccines

Post-Op / Trauma Care

- ☐ Ankle Splints & Bracing
- ☐ Boots
- ☐ Crutches
- ☐ Off-loading Shoes
- ☐ Post-Op Shoes
- ☐ Walkers

Practice Equipment

- ☐ Midmark® Podiatry Procedures Chairs
- ☐ Exam Tables
- ☐ IV Poles
- ☐ Lighting
- ☐ Mayo Stands
- ☐ Medical Carts
- ☐ Sterilizers
- ☐ Stools
- ☐ Wheelchairs

Wound Care

Advanced Wound Care

- ☐ Antimicrobials
- ☐ Biologically Derived Products
 - ☐ Collagens
 - ☐ Hyaluronic Acid Wound Devices
 - ☐ Amniotic Membranes
- ☐ Cover Dressings
- ☐ Debridement Products
- ☐ Dressing Retention Tape
- ☐ Foams
- ☐ Gelling Fiber Dressings
- ☐ Hydrocolloids
- ☐ Multi-Layer compression
- ☐ Skin protectants
- ☐ Superabsorbent dressings
- ☐ Transparent Film Dressings
- ☐ Unna-Boot
- ☐ Wound Cleansers

Traditional Wound Care

- ☐ Adhesive Bandages
- ☐ Bandages & Rolls
- ☐ Elastic Bandages
- ☐ Gauze Bandages
- ☐ Gauze Sponges
- ☐ Impregnated Gauze
- ☐ Specialty Dressings
- ☐ Tapes & Adhesives



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