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# HCS Cooperative Report

A Report To The Hospital Central Services Cooperative, Inc. Membership

## Group Purchasing Highlights...

### *Drykor, Inc. Provides Members With Desiccant Dehumidification Equipment*

MAGNET and Drykor, Inc. have entered into a sole source agreement for Desiccant Dehumidification Equipment for purchase by their participating facilities.

- **This is a 3-year agreement, beginning July 2004 through June 2007.**
- **Participating facilities can purchase Drykor at preferred pricing levels in accordance with the agreement terms and conditions.**

Drykor is a manufacturer of dehumidification equipment that has been installed in commercial and institutional facilities globally for the purpose of maintaining the proper environment, by controlling humidity levels and IAQ in the conditioned space. This product is particularly suited for areas that introduce large quantities of

outside air, such as healthcare facilities.

Drykor products utilize a liquid desiccant in combination with a mechanical refrigeration system that allows the process or conditioned air to be cooled while being dehumidified. This patented system is the most efficient way to dehumidify while cooling available in the HVAC industry.

This product can be utilized as a stand-alone system, or in combination with conventional A/C systems, so that it can be used on new or existing systems.

In today's world of indoor air quality, this product could greatly reduce concerns about bacteria-laden air causing disease, mold growth or allergenic problems.

### *Microhelix, Inc. Offers Members New MHLX- Branded Ultrasound Probes*

Microhelix, Inc., a manufacturer of complex cable assemblies and ultrasound probes for the medical and commercial markets, has signed a three year agreement to provide its line of new MHLX-branded ultrasound probes.

This agreement ensures that our members have access to new ultrasound probes that meet the exacting imaging and quality standards necessary to achieve consistent diagnostic results, while offering members the additional benefits of extended warranty coverage and significantly reduced cost. Microhelix will deliver value to

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## Laundry Highlights...

### *To Pillow or Not To Pillow*

An expense that every health-care facility deals with daily, is involved with patient care, and often not thought about much revolves around pillows.

Often facilities just consider only two possible choices: reusable or disposable. The reusable is often chosen due to cost effectiveness and patient comfort. Along with dealing with the increased acquisition cost when dealing with the reusable product, facilities often encounter loss from the system.

Loss can happen from many places including: EMS squads; theft, wear and tear; simply being discarded in the trash, or possibly a user area hoarding excess inventory that can be used elsewhere in the facility.

An item that is available that could be considered is a pillow with a grommet for use on stretchers. This grommet pillow can be attached to a stretcher via a tether. Making the tether long enough is essential, so the pillow can be

PILLOW *continued on page 2*



Congratulations to the winners of the 2004 HCSC Golf Outing, which was originally scheduled for Monday, September 20, but due to inclement weather, took place on Monday, September 27 at Brookside Country Club. Pictured left to right are: **Dave Costabile**, PAC Industries; **Mike Kost**, PAC Industries; **Kathy Stover**, HCSC (standing in for golfer **Joe Liparulo**); and **Craig Huth**, HCSC. For a complete list of this year's HCSC Golf Outing sponsors, turn to page 2!

MICROHELIX *continued*

members who are always seeking new ways to provide consistently high-quality care, while managing costs.

Members are offered a total of

eight (8) new probes, three (3) for the Aspen and 128XP systems, and five (5) for the HDI 3000/5000 system.

All of these probes are marketed

under the MHLX brand. All probes are new (not refurbished), and received 510k clearance from the FDA, and carry an 18-month warranty.

PILLOW *continued*

removed and placed on the bottom of the stretcher quickly if there is an emergency with a patient.

Not every area using stretchers may be a candidate for this type of

product. Often reaction from staff is positive, as they won't have to search for that necessary patient item. Keep in mind that the grommet pillow is a deterrent to loss and can be cut from

the tether.

When considering these types of changes, please remember...that a dollar saved is easier to put to the bottom line than a dollar earned. ♦♦

**\*\* THANK YOU! \*\***

*A very special thank you to the following sponsors of the 2004 HCSC Golf Outing, which was rescheduled for Monday, September 27, due to inclement weather:*

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- Albany Medical Center Hospital
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- Franciscan Health System of Warwick
- Good Samaritan Hospital of Suffern

**Hospital Central Services Cooperative, Inc.**

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