

# Acquisition Update

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Your Source For Federal Health Care Contract Information

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We would like your comments!  
What topics do you want covered? What information do you want to see? Please contact:

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Department of Veterans Affairs



## VA's Commitment to Service-Disabled Veteran-Owned Small Businesses

By: Scott Denniston, Director, Office of Small & Disadvantaged Business Utilization

I hope this column finds everyone doing well and enjoying the summer – with the haze, heat and humidity we are experiencing here in Washington, the “Dog Days” are very much upon us.

In this issue of the *Acquisition Update* newsletter, I'd like to share with you recent remarks made by the Honorable Robert N. McFarland, VA's Assistant Secretary for Information and Technology, given June 29, 2005, at the Vendor Day hosted by VA's Office of Small and Disadvantaged Business Utilization for the re-compete of the Procurement of Computer Hardware and Software acquisition, a.k.a. PCHS-3.

My purpose in sharing Bob McFarland's remarks with you is not because they are newsworthy in and of themselves, but because of the leadership and personal commitment they communicate not just to VA employees, but the Information Technology Industry too – that VA is moving Service-Disabled Veteran-Owned Small Businesses (SDVOSBs) to the head of the line.

Bob McFarland has had a long and impressive career in the IT business community before joining VA. He told the large number of PCHS-3 Vendor Day participants that he wants “to make sure IT contracts provide meaningful opportunities for service-disabled veteran-owned businesses to grow and prosper.” Here are some excerpts from Mr. McFarland's speech. His words speak volumes:

“I've met and talked to many of these [service-disabled veteran] business owners myself. I'm impressed by their knowledge and their proven abilities. And I'm impressed with their spirit. They served our country once, and they stand ready to serve again. It's our job to find ways to partner with them and put their expertise to work, so both VA and veterans benefit.

“Now let's talk about why VA is taking such a strong stance on ‘set asides’ for service-disabled veteran-owned small businesses. Quite frankly, VA isn't doing a very good job when it comes to doing business with these businesses. Many of you in the audience – certainly all of you

from service-disabled veteran-owned businesses – already know that. Secretary of Veterans Affairs Jim Nicholson and I find it unacceptable that VA’s doing so poorly in this area.

“Service-disabled veterans incurred injuries or illnesses while serving our country. Despite these problems, many of them had the gumption to start their own small businesses. Well, as far as VA is concerned, these veterans deserve more than a pat on the back. They deserve our full support. The bottom line is they deserve our business. Contracting with service-disabled veteran-owned small businesses is a logical extension of VA’s mission.

“But the sad fact of the matter is that VA isn’t doing much business with service-disabled veteran-owned businesses. Of all the ‘targeted categories’ for small business, we have the worst track record with service-disabled small businesses. Last year’s figures were disappointing, to say the least – 1.25 percent, less than half the statutory goal of 3 percent. I’m ashamed to say that this year’s figures aren’t looking much better. As of May 31, we’re only at .75 percent. That’s not just embarrassing; it’s unconscionable. We can and must do better.

“VA’s doing better in doing business with veteran-owned businesses, but we’re still not where we should be. Although there’s not a statutory limit, the Secretary of Veterans Affairs set an internal goal of 7 percent. But last fiscal year we only scored 4.13 percent.

“But we need to remember first and foremost we’re the Department of Veterans Affairs. We should be leading the Federal community in providing business opportunities for service-disabled veteran-owned small businesses. And to do that, we need to clarify our priorities. As I stated earlier, service-disabled veteran-owned small businesses are first; veteran-owned small businesses are second; and all other small businesses are next.

“After all, ‘Veterans’ is our first name. Stop by our headquarters at 810 Vermont Avenue, right across Lafayette Park from the White House. Right on our building, you’ll see the immortal words of President Abraham Lincoln prominently displayed, just below our official seal and nameplate. ‘To care for him who shall have borne the battle, and for his widow, and his orphan.’ These words define VA’s sacred mission.

The veterans we serve aren’t limited to those receiving care in our medical facilities, and those receiving other benefits such as education and home loans. We also have a responsibility to serve veterans who own small businesses, and especially those who are service-disabled.

“If anyone questions our priorities or our plan to create “set asides” for service-disabled veteran-owned businesses, take time to talk to some of our service-disabled veterans from World War II, Korea, Vietnam, or the Persian Gulf. Listen to these American heroes and then decide what you think about our ‘set aside’ plans.”

“It’s VA’s privilege as well as responsibility to help our nation keep its promise to veterans. In closing, I ask each one of you to think about what you’re doing—in your companies and in your communities—to honor veterans and thank them for their sacrifices.”

I know you will find Bob McFarland’s leadership and commitment as hopeful and as inspirational as SDVOSBs and their advocates have. He is taking VA a giant step forward in helping VA to meet the important Service-Disabled Veteran-Owned Small Business socioeconomic goal.

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### *Service-Disabled Veteran-Owned Small Business Awards*

*Thermosurgery Technologies*, is a manufacturer and distributor of a hyperthermia device that treats endemic skin disorders. Veterans returning from Iraq and Afghanistan may develop cutaneous leishmaniasis, a disease that leaves single or multiple skin lesions that cause skin disfigurement. The ThermoMed 1.8 treats veterans who may have served in areas common to hyperthermia. This portable unit uses radio frequency waves to treat infected epidermal areas without adverse effects. The contract, **V797P-4813A**, is effective June 1, 2005 through May 31, 2010.

Contract **V797P-4794A** was awarded to *Bayside Medical Supply*, a wholesale medical supply business, whose medical surgical products include cannulas and syringes. The contract is effective March 1, 2005 through February 28, 2010.

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# ***JWOD Corner***

*By: Arthur B. East, VA-JWOD Liaison*

## ***Service Disabled - Veteran Owned Business Highlight***

As Chief, Business Development and Marketing Office, as well as the designated VA-JWOD Liaison, I am very pleased to share this business highlight feature, showcasing an extraordinary veteran and his story.

**Veterans Imaging Products (VIP)**, a Service-Disabled Veteran-Owned Small Business, signed a prime vendor agreement for non-medical supplies (office products) with VISN 8 and another agreement for toner cartridges for the Austin Automation Center (AAC) this past spring.

Tom Schultz started VIP in 1996. Tom was in the central highlands of the Republic of Vietnam when medically evacuated to the U.S. military hospital in Japan. He spent four months in Japan, then was reassigned to the Saigon area for a second tour in Vietnam. He also spent time in VA medical facilities upon release from the U.S. Army.

VIP has manufactured recycled toner cartridges for the past decade and just recently added office products to their General Services Administration schedule. VIP is very convenient because it provides next-day desktop delivery, and offers a custom VA website located on the internet at [vip4va.com](http://vip4va.com). VIP is JWOD-authorized and substitutes "essentially the same" commercial products with the preferred source SKILCRAFT and other JWOD products. Purchase cardholders will undoubtedly like VIP's web-based ordering system, because it clearly identifies products that meet the guidelines of Executive Order 13101 "Greening of the Government." Additionally, the VIP system is capable of providing extensive procurement history and compliance reporting; along with reporting and oversight to control renegade spending.

By selling more of its manufactured toner products to VA, VIP is creating more jobs for Service-Disabled Veteran-Owned Small Businesses. Additionally, the VA awards will create new VIP jobs for veterans with a new customer service bank to take orders, a billing team to bill orders, and a marketing arm to market the agreements.

For questions regarding Sales/Billing/Support, please contact VIP at:

Veterans Imaging Products, Inc.

308-A Starling Court

Bloomington, IL 60108

Toll Free phone number: (866) 602-8259

Toll free fax number: (866) 602-8260

Email: [veterans@veteransimaging.com](mailto:veterans@veteransimaging.com)

Hours: 8am - 5pm CST Monday - Friday

For more information regarding the JWOD Program, please contact Stephanie Lesko, Public Affairs Specialist, Committee for Purchase From People Who Are Blind or Severely Disabled, at [slesko@jwod.gov](mailto:slesko@jwod.gov) or (703) 603-2146, or Arthur B. East, CPCPM, VA-JWOD Liaison, Chief, Business Development & Marketing Office at [arthur.east@mail.va.gov](mailto:arthur.east@mail.va.gov) or (202) 273-6107.

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## ***On The Green***

### ***The Role of Green Purchasing in Environmental Management Systems***

In April 2000, the President issued an order<sup>1</sup> directing Federal agencies to implement an Environmental Management System (EMS) at all of their appropriate facilities by December 31, 2005. As the deadline approaches, more and more Federal managers are using EMS—a systematic approach to dealing with the environmental aspects of an organization—to ensure environmental compliance; manage environmental, energy, and health issues; and reduce risks and costs. A key element of EMS is the integration of environmental considerations into the purchasing and acquisition process. Therefore, green purchasing plays an important role in the development and implementation of an EMS.

A variety of laws, regulations, and executive orders mandate the purchase of recycled content, biobased, energy efficient, and other environmentally preferable products and services, and direct the reduced purchase of products containing toxic chemicals and ozone-depleting substances. These requirements apply not only to the Department of Veterans Affairs (VA) employees with procurement responsibilities, but also to those tasked, for example, with implementing a Green Environmental Management System (GEMS)<sup>2</sup>



at a VA medical center; minimizing environmental impacts; reducing pollution; managing waste; writing specifications; or generating requirements.

The U.S. Environmental Agency (EPA) recently issued a new report entitled, "Integrating Green Purchasing into your Environmental Management System," to help Federal facilities implement the green purchasing requirements within an EMS. The report is available electronically at the EPA Web site at <http://www.epa.gov/epp/ems.htm>. It includes/covers:

- Practical guidance, potential language for, and Federal facility examples of integrating green purchasing into procedures for each ISO 14001<sup>3</sup> element
- Federal green purchasing program requirements
- Green product resources
- Green purchasing training resources

Visit the above-referenced web site to see how this guidance document can enable your facility to meet or exceed the green purchasing requirements for the benefit of human and environmental health and safety. Integrating green purchasing within an EMS will help VA facilities to:

- Comply with Federal green purchasing legal and other requirements
- Raise awareness of procurement as a pollution prevention tool
- Facilitate continual improvement in environmental performance through proactive green purchasing and contracting activities

To share green purchasing success stories, or for additional green purchasing information, please contact Barbara Matos at [barbara.matos@va.gov](mailto:barbara.matos@va.gov).

<sup>1</sup> Executive Order 13148, Greening the Government Through Leadership in Environmental Management.

<sup>2</sup> GEMS Guidebook:  
<http://vaww.ceosh.med.va.gov/Guidebooks/GEMS2004/gems.htm>.

<sup>3</sup> International Organization for Standardization (ISO). ISO 14001 addresses the requirements with guidance for use of Environmental Management Systems.

## Small Business Awards

### Staffing Services Awards

A contract was awarded to *Zeitgeist Expression, Inc.*, a small, disadvantaged, woman-owned business, providing medical staffing including Optometrists, Psychiatrists, Psychologists, Social Workers and specialized Psychiatric Nurses. The contract number is **V797P-7003A** and is effective April 1, 2005 through March 31, 2010.

*Specialty Care Nursing, Inc.*, was awarded contract **V797P-7012A**, effective May 15, 2005 through May 14, 2010. This company is a small, woman-owned business with over six years of medical staffing experience, solely in the state of South Carolina. They are a provider of general and specialized nurses, licensed practical vocational nurses, and certified nursing assistants.

A contract was awarded to *Professional Radiology Services Inc.*, a small, veteran-owned business, providing radiology services in twelve states. The contract, **V797P-7014A**, is effective June 15, 2005 through June 14, 2010.

Guidance on ordering services from FSS and issuing performance-based service task orders can be found on VA's website [vaww.va.gov/vastorenac](http://vaww.va.gov/vastorenac) (internal for VA customers) or [www.va.gov/vastorenac](http://www.va.gov/vastorenac) (other government agencies) and on GSA's website [www.gsa.gov](http://www.gsa.gov).

### Medical Equipment/Supplies Awarded

*Zassi Medical Evolutions Inc.*, a small business, was awarded a contract for a Bowel Management System. This system provides a non-surgical means for fecal diversion for patients that are bedridden or have limited mobility. The system utilizes a specially designed catheter and collection bag to redirect stool or gastrointestinal waste, thereby protecting both the patient and practitioners from fecal contact and/or contamination by blood borne pathogens. Practitioners can also use this system to administer medication, while managing all forms of stools. The contract number is **V797P-4797A** and is effective May 1, 2005 through April 30, 2010.



*Wilmington Medical Supply*; a small, veteran-owned business providing a variety of supplies such as colostomy/ostomy and related products, was awarded contract **V797P-4799A**. The contract provides a 40 percent discount from Wilmington's standard commercial price list and is effective April 6, 2005 through April 5, 2010.

### Other Awards

Sixteen contracts for *Medical-Grade Liquid Bulk Oxygen* were awarded, which include four small business awards and two veteran-owned small business awards. These awards encompass the individual requirements of 169 VA facilities and other Government agencies for the continued supply of bulk oxygen, which is critical to patient, care. See page 11 for additional details.

Temporary Price Reduction - A modification was completed under contract **V797P-3821K** awarded to *Sunrise Medical HHG, Inc.* This revision incorporated a temporary price reduction on the Quickie Xtender power assist wheelchair. The power assist feature offers power without the bulk and weight of a power chair. The modification reduces the price of the product an additional 24 percent below the current FSS negotiated price. The promotion is effective May 15, 2005 through December 31, 2005.

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## *Paradigms of Success*

*By: Howard Swartzman, Acquisition Resources*

With hockey season ending in mid-April, I found myself with a bit of a writer's block this month. I struggled for some time to think about what actions or issues would best serve as the focal point for this month's article.

To no avail, the more I thought, the more it seemed as though any sudden inspiration that entered my mind disappeared just as quickly. So, I decided; why not go right to the source of all inspiration, my kids?

That evening, over the dinner table, and seemingly right out of the blue, I put a simple question to my boys. "Tell me," I asked, "what makes someone successful?" At first, both just stared back at me with

a puzzled look on their faces. They must have thought this was one of dad's trick questions or some type of lead into a joke. But when I repeated the question, "What makes someone successful," they realized that I really was interested in their perspective on this issue.

So, with the prospect of some type of reward for a correct answer I suppose, my eight-year-old answered first. "Prayer," he said, as if asking if this was an appropriate response. "Good answer," I replied. It was clear to me that our investment in a parochial education was at least making an impression on his thinking patterns. "What else?" I asked. My ten-year-old, now under the added pressure of having to compete with a good response from his younger brother, thought carefully and then said, "Having people that support you."

"OK" I said, "those are both excellent answers, thank you," and I went on with eating my dinner. At that moment, they must have been thinking, "What, no winner! No prize!" Obviously, if we all thought about this question long enough, we could come up with a myriad of elements that play into someone being successful, elements such as knowledge, skill, ability, personality, circumstance, luck, etc.

But here's the interesting thing; the more that I thought about how others have helped me in my career, and how I could help others, including my own children, the more I realized that having good supporters and being a good supporter of others was certainly one of the most important elements to success. Later that evening, I found myself thinking of ways that I could be a better supporter for my family, friends, and colleagues. But, just to be on the safe side, I also said a little prayer.

And so, there was a clear winner here, and it was I.

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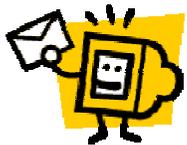
The person who says it cannot be done should not interrupt the person who is doing it.

*-Chinese Proverb*



## **Direct Delivery**

- For over 30 years, the Direct Delivery Program has been contracting for and ordering medical equipment such as X-ray, CT, MRI, radiation therapy, physiological monitoring, diagnostic ultrasound and nuclear imaging for VA and other Federal Agency customers. The equipment is covered by multiple-award contracts with most major equipment manufacturers. This allows expedited ordering at discounted prices and saves each facility the costs associated with the administration of contracts and placing orders. Additional savings are obtained by consolidating like requirements for individual Veterans Integrated Service Networks (VISNs) or nationwide during specific ordering periods. The Direct Delivery staff provides a team approach (including a contracting officer, equipment specialist and procurement technician) to place orders for equipment and monitor requests through the acceptance process. Issues that develop from the initial order through delivery and equipment acceptance are resolved quickly and completely due to this team approach. Orders are processed timely and provide the advantage of technical assistance in designing systems to meet the customer's needs. An administrative fee is included in final order totals. The fee structure is two percent (2%) of the order, but will not exceed \$25,000. Please see [page 7](#) for information for specific contracting officer, equipment specialist and procurement technician responsibilities and contact information.



**E-mail** can be a wonderful tool. However, if not used judiciously, it can cause more harm than good. The following are some tips to help you navigate through the maze of "You've got mail..."

- ✓ When preparing a response, especially involving heated or emotional exchanges, save it in the "Draft" file until you cool down and review it later.
- ✓ Read your response out loud, to see how it sounds to the recipient; let someone else read and/or edit your e-mail before sending.



## **Mark Your Calendars for Industry Day 2005!**

Building on the success of last year, the National Acquisition Center is busy preparing the agenda for Industry Day 2005 "Thriving through Partnership" to be held on October 3rd and 4th at the Chicago Marriott O'Hare. Featuring a variety of informative breakout sessions on hot topic issues and the opportunity for vendors to "meet and greet" experienced contracting officers, this annual event is a must for health care industry vendors, large and small, in addition to our VA and other Government agency customers. For more information or to make conference reservations, visit the National Acquisition Center's website at [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

### **E-mail (con't)**

- ✓ If you would not be comfortable seeing your words on the front page of a newspaper, think twice about sending them.
- ✓ In today's diverse workplace, avoid inspirational quotes as they can offend the recipient.
- ✓ Leave the "To" field blank until after the message has been written and/or reviewed so it can't be sent prematurely.
- ✓ Avoid sending bad news via e-mail, as it can make the news seem worse.
- ✓ If it's taking more than 3 e-mails to resolve an issue, consider a conference call or meeting.
- ✓ Avoid "Reply to All" responses, unless necessary.
- ✓ Although e-mail is a great way to exchange information or send documents, don't forget to talk to people!

Remember...e-mails rarely are permanently deleted. Although you may "delete" a message, "ghost" versions may reside in the digital archives of your mail server. According to the National Archives and Records Administration (they set the rules for maintaining official documents), e-mails can be federal records, which is defined as "anything you create or receive during the course of your work."

Source: *Government Executive* – January 2005



## *Direct Delivery Program Contacts*

<u>Contracting Officer</u>	<u>Phone</u>	<u>E-mail</u>	<u>Vendors</u>
Eric Lee	708-786-5251	<a href="mailto:eric.lee3@med.va.gov">eric.lee3@med.va.gov</a>	Program Manager, PACS & Laundry
Ruth Porter	708-786-5240	<a href="mailto:ruth.porter@med.va.gov">ruth.porter@med.va.gov</a>	Siemens (Acuson)
Barry Ross	708-786-5186	<a href="mailto:barry.ross@med.va.gov">barry.ross@med.va.gov</a>	GE, GE-OEC & GE-Lunar
Marie Harvey	708-786-5252	<a href="mailto:marie.harvey@med.va.gov">marie.harvey@med.va.gov</a>	Philips (ADAC) & Tomo Therapy
Francine LaGrone	708-786-5239	<a href="mailto:francine.lagrone@med.va.gov">francine.lagrone@med.va.gov</a>	AMMHIN DSCP Maintenance Purchasing Agent, Delegation Letters for DSCP Maintenance Contracts, Assists with Philips (ADAC) & Tomo Therapy
Billy Eytel	708-786-5257	<a href="mailto:william.eytel@med.va.gov">william.eytel@med.va.gov</a>	Liebel-Flarsheim (Malliknkrodt) Instrumentarium, Toshiba, CTI Molecular, Del Medical, Kodak, Fuji, Agfa, American Hi-Tech, Dornier Scantronix, B-K Medical Systems Hitachi, IMPAC Medical, Nucletron Camtronics, HC Products (Source One), Minxray, Sonosite, Dejarnette, Terason, Medstone, Aloka, Hologic, Varian, Medelex, NAI, Elekta Oncology, CMS & Quantum
<u>Equip. Specialist</u>	<u>Phone</u>	<u>E-mail</u>	<u>Vendors</u>
Ricky Hazen	708-786-7794	<a href="mailto:ricky.hazen2@med.va.gov">ricky.hazen2@med.va.gov</a>	X-Ray 1
Willie Roby	708-786-5243	<a href="mailto:willie.robby2@med.va.gov">willie.robby2@med.va.gov</a>	X-Ray 2, Ultrasound
Joe Broderick	708-786-5244	<a href="mailto:joe.broderick@med.va.gov">joe.broderick@med.va.gov</a>	Nuclear, Laundry
Larry Johnson	708-786-5143	<a href="mailto:larry.johnson@med.va.gov">larry.johnson@med.va.gov</a>	CT/MRI, Radiation Therapy
<u>Support Staff</u>	<u>Phone</u>	<u>E-mail</u>	<u>Related COs</u>
Shirley Warrington	708-786-5235	<a href="mailto:shirley.warrington@med.va.gov">shirley.warrington@med.va.gov</a>	Marie Harvey, Barry Ross
Cheryl Simmons	708-786-5245	<a href="mailto:cheryl.simmons@med.va.gov">cheryl.simmons@med.va.gov</a>	Eric Lee, Ruth Porter
Amber Kruszynski	708-786-5250	<a href="mailto:amber.kruszynski2@med.va.gov">amber.kruszynski2@med.va.gov</a>	Billy Eytel



## *New FSS and National Contract Awards*

Listed below are contracts awarded during the period of 04/01/05-06/30/05. For complete information, go to [www.va.gov/oamm/nac](http://www.va.gov/oamm/nac).

### Federal Supply Schedules

#### 621 I

#### Professional Medical Healthcare Services

	<b>Contract#</b> <b>V797P-</b>	<b>Business</b> <b>Size</b>	<b>Effective</b> <b>Award Dates</b>
The Zack Group	4738A	Small	4/1/2005-3/31/2010
United Nursing International, LLC	4769A	Small	5/15/2005-5/14/2010
Staff USA, Inc.	4787A	Small	4/1/2005-3/31/2010
Calvert Medical Associates	7002A	Small	4/1/2005-3/31/2010
Zeitgeist Expressions, Inc.	7003A	Large	4/1/2005-3/31/2010
Advance Placement Travel, Inc.	7004A	Small	4/1/2005-3/31/2010
National Anesthesia Services	7005A	Small	4/1/2005-3/31/2010
Medical Providers Inc.	7007A	Small	5/1/2005-4/30/2010
Nightingale Nurses, LLC	7008A	Small	5/15/2005-5/14/2010
Berry Healthcare Services	7009A	Small	4/15/2005-4/14/2010
MedForce, Inc.	7010A	Small	7/1/2005-6/30/2010
Don Morrison & Associates d/b/a X-Ray Medical Services	7011A	Small	4/15/2005-4/14/2010
Specialty Care Nursing, Inc.	7012A	Small	5/15/2005-5/14/2010
MGA Healthcare California, Inc.	7013A	Small	6/1/2005-5/31/2010
Professional Radiology Services	7014A	Small	6/15/2005-6/14/2010
Paragon Staffing, Inc.	7016A	Small	6/15/2005-6/14/2010
HealthSpan, Inc.	7017A	Small	6/30/2005-6/29/2010
Management Health Systems d/b/a MedPro Staff	7018A	Small	7/15/2005-7/14/2010

#### 65 II A

#### Medical Equipment and Supplies

	<b>Contract#</b> <b>V797P-</b>	<b>Business</b> <b>Size</b>	<b>Effective</b> <b>Award Dates</b>
Advanced Respiratory, Inc.	4788A	Large	4/1/2005-3/31/2010
Parata Systems Inc	4796A	Small	4/1/2005-3/31/2010
Zassi Medical Evolutions Inc.	4797A	Small	5/1/2005-4/30/2010
Safeguard Medical Technologies	4798A	Small	4/1/2005-3/31/2010
Wilmington Medical Supply	4799A	Small	4/6/2005-4/5/2010
Electromedical Products Int'l	4800A	Small	4/15/2005-4/14/2010
GeniCon	4801A	Small	4/15/2005-4/14/2010
BrainLab, Inc.	4802A	Small	4/12/2005-4/11/2010
Urogyn Medical	4803A	Small	4/19/2005-4/18/2010
Renco Corporation	4804A	Small	4/12/2005-4/11/2010
Levy & Rappel	4805A	Small	5/1/2005-4/30/2010
H & H Wholesale	4806A	Small	5/1/2005-4/30/2010
Forhealth Technologies	4807A	Small	7/1/2005-6/30/2010
Blue Chip Medical Products, Inc.	4808A	Small	5/1/2005-4/30/2010
Surgical Repairs International	4809A	Small	5/16/2005-5/15/2010



AMD Telemedicine, Inc.	4810A	Small	5/15/2005-5/14/2010
DynaVox Systems LLC	4811A	Small	5/24/2005-5/23/2010
ITM	4812A	Small	6/1/2005-5/31/2010
Thermosurgery Technologies	4813A	Small	6/1/2005-5/31/2010
Hemcon	4814A	Small	6/15/2005-6/14/2010
The Brewer Co	4815A	Small	6/15/2005-6/14/2010
To The Point, Inc.	4820A	Small	7/1/2005-6/30/2010

**65 II C  
Dental Supplies**

	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Shofu Dental Corp.	3046M	Large	4/15/2005-4/14/2010
Mid-Land Haynes	3048M	Small	4/15/2005-4/14/2010
Dental Health Products	3054M	Small	6/15/2005-6/14/2010
AGFA Corp	3043M	Large	4/15/2005-4/14/2010
Konica Minolta Medical Imaging	3047M	Large	5/1/2005-4/30/2010

**65 Part 1B  
Pharmaceuticals**

	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Santarus, Inc.	5744X	Small	5/1/2005-4/30/2010
Shionogi USA, Inc.	5751X	Small	4/1/2005-3/31/2010
Hi-Tech Pharmcal	5758X	Small	4/1/2005-3/31/2010
Ranbaxy Laboratories, Inc.	5809X	Small	4/1/2005-3/31/2010
GTx, Inc.	5815X	Small	5/1/2005-4/30/2010
FSC Laboratories, Inc.	5817X	Large	4/15/2005-8/1/2005
Eyetech Pharmaceuticals	5819X	Small	7/1/2005-6/30/2010
Talecris Biotherapeutics, Inc.	5820X	Large	5/1/2005-8/31/2005
Blansett Pharmcal CO., Inc.	5822X	Large	4/1/2005-9/30/2005
Amylin Pharmaceuticals, Inc.	5830X	Large	5/15/2005-8/14/2005
UCB Pharma, Inc.	5831X	Large	4/15/2005-4/14/2010
Eli Lilly & Company	5832X	Large	4/15/2005-4/14/2010
Bedford Laboratories	5833X	Large	4/15/2005-4/14/2010
Coats Aloe International, Inc.	5834X	Small	4/15/2005-4/14/2010
Myrocept Corporation	5835X	Small	5/1/2005-4/30/2010
MedImmune Vaccines, Inc.	5837X	Large	5/1/2005-4/30/2010
JDS Pharmaceuticals LLC	5838X	Small	5/1/2005-4/30/2010
American Natural Tech Sciences	5839X	Small	5/1/2005-4/30/2010
Baxter Healthcare Corp., Medication Delivery	5840X	Large	5/1/2005-4/30/2010
Allergan Sales, LLC	5841X	Large	5/15/2005-5/14/2010
Advanced Medical Optics, Inc.	5843X	Large	5/15/2005-5/14/2010
Celgene Corp	5844X	Small	7/1/2005-6/30/2010
Endo Pharmaceuticals	5845X	Small	6/1/2005-5/31/2010
MedPointe Pharmaceuticals	5846X	Small	6/15/2005-6/14/2010
Pliva Inc.	5847X	Small	7/1/2005-6/30/2010
Bayer Corporation (Pharm)	5851X	Large	7/1/2005-6/30/2010
Berlex	5852X	Large	7/1/2005-6/30/2010
Serono, Inc.	5853X	Large	7/1/2005-6/30/2010
Medi-Physics, Inc. d/b/a GE Healthcare	5854X	Large	7/1/2005-6/30/2010
Reliant Pharmaceuticals	5855X	Large	7/1/2005-6/30/2010



<b>65 Part VII Invitro Diagnostics/ Reagents</b>	<b>Contract# V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
VWR International	5836X	Large	5/15/2005-5/14/2010
Sysmex America Inc.	5842X	Large	6/1/2005-5/31/2010

<b>65IIF Patient Mobility Devices (Including wheelchairs, scooters, walkers, etc.)</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
E-Z International	3040M	Small	3/15/2005-3/14/2010
Turbo Wheelchair Company	3042M	Small	4/1/2005-3/31/2010
GoodHealth Medical Products	3044M	Small	4/15/2005-4/14/2010
Mercy Medical Equipment Co	3045M	Small	4/15/2005-4/14/2010
Supracor Inc.	3049M	Small	5/15/2005-5/14/2010
Levo USA, Inc.	3050M	Small	5/15/2005-5/14/2010
Alumiramp, Inc.	3051M	Small	7/1/2005-6/30/2010
RJM & Associates	3053M	Small	7/1/2005-6/30/2010
PDG Product Design Group, Inc.	3055M	Small	7/1/2005-6/30/2010

For additional information on the above, contact the Federal Supply Schedule Service at (708) 786-5180.

### National Contracts

<b>Pharmaceutical Items: Product</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Award Date Effective Dates</b>
Timolol Maleate Gel	9147	Large	4/29/2005-4/28/2006
ARBs-Patients w/Hypertension & Type II Diabetes	9148	Large	4/25/2005-4/24/2006
ARBs - For Patients w/ Heart Failure	9165	Large	4/25/2005-4/24/2006
Levobunolol & Timolol Maleate Solution	9166	Large	4/29/2005-4/28/2006
Enalapril Maleate Tablets	9167	Large	5/23/2005-5/22/2006
Flu Vaccine	9170	Large	4/27/2005-12/31/2005
Amoxicillin Clavulanate Tablets	9171	Large	7/5/2005-7/4/2006
Amoxicillin Clavulanate Suspension	9172	Large	7/5/2005-7/4/2006
Lactulose Syrup	9173	Small	8/22/2005-8/21/2006
Cylinder Gas	9164	Small	6/1/2005-5/31/2006

For additional information, contact Karen A. Law-Robinson at (708) 786-4985 or [Karen.Law-Robinson@med.va.gov](mailto:Karen.Law-Robinson@med.va.gov)

### Blanket Purchase Agreements: Product

	<b>Contract # VANAC-90NP1 V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Surgical Blades	2073	Large	5/1/2005-4/30/2010
Reusable Patient Gowns	2074	Large	5/15/2005-5/14/2010

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or [Ron.Jenkins2@med.va.gov](mailto:Ron.Jenkins2@med.va.gov)

Isosorbide Dinitrate Tablets	9003B	Large	5/1/2005-4/30/2006
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For additional information, contact Deb Koval at (708) 786-5253 or [Deborah.Koval@med.va.gov](mailto:Deborah.Koval@med.va.gov)



<b>Prosthetic Item Product</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Vacuum Erection Devices	2075	Large	3/31/2005-3/30/2008
Walkers, Folding w/Seat (Rollators)	9169	Large	6/20/2005-6/19/2006

For additional information, contact Ronald E. Jenkins at (708) 786-4929 or [Ron.Jenkins2@med.va.gov](mailto:Ron.Jenkins2@med.va.gov)

<b>Medical Grade Liquid Bulk Oxygen</b>	<b>Contract # V797P-</b>	<b>Business Size</b>	<b>Effective Award Dates</b>
Advantage Gases & Tools	9149	Large	6/1/2005-5/31/2006
Air Liquid Healthcare America	9150	Large	6/1/2005-5/31/2006
Air Products and Chemical, Inc.	9151	Large	6/1/2005-5/31/2006
Airgas, Inc.	9152	Large	6/1/2005-5/31/2006
American Welding Supplies, Inc.	9153	Large	6/1/2005-5/31/2006
BOC Gases	9154	Large	6/1/2005-5/31/2006
Four Corners Welding & Gas Supply	9155	Large	6/1/2005-5/31/2006
Lampton Welding Supply Co.	9156	Small	6/1/2005-5/31/2006
Linweld, Inc.	9157	Large	6/1/2005-5/31/2006
Matheson Tri-Gas	9158	Small	6/1/2005-5/31/2006
National Welder's Supply	9159	Large	6/1/2005-5/31/2006
Norco	9160	Small	6/1/2005-5/31/2006
Praxair Healthcare Services, Inc.	9161	Large	6/1/2005-5/31/2006
Praxair Puerto Rico B.V.	9162	Large	6/1/2005-5/31/2006
United States Welding	9163	Small	6/1/2005-5/31/2006
Welding & Therapy Services	9164	Large	6/1/2005-5/31/2006

For additional information, contact Fran DeRosa at (708) 786-5921 or [Fran.DeRosa@med.va.gov](mailto:Fran.DeRosa@med.va.gov)

### **CMOP**

SI / Baker, Inc.	8099	Large	5/20/2005-3/24/2006
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