



Effective December 1, 2021 through November 30, 2024

Products and Services Available

This category includes reusable textile products, such as bedspreads, pillows (disposable and reusable), pillowcases, linens/sheets, blankets, robes, bath rugs, towels, surgical textiles (such as gowns and drapes), patient apparel, hamper bags and incontinence products.

How to Operationalize These Agreements

A Participating Member Designation Form (PMDF) or electronic price activation (PA) is required at Tier 2 or higher with all suppliers.

Aggregation Opportunities

Aggregation is allowed for multi-facility systems, group purchasing organizations (GPOs) and established networks of facilities with all suppliers.

Class of Trade

- Agreements with Care Line, Encompass Group, George Courey, Phoenix Textile and Standard Textile are available to acute care, non-acute healthcare, non-healthcare, including business and industry, retail pharmacies and durable medical equipment suppliers.
- Medline's agreement is available to select healthcare classes of trade; see Exhibit B-2 for details.

Other Key Value and Terms

- Pricing is firm for the term of the agreement with all suppliers.
 - Standard Textile may take a price adjustment if economic conditions warrant one. This price adjustment must be mutually agreed upon between Premier and Standard Textile.
- Financial analysis reveals:
 - Care Line's new agreement pricing offers an overall 2.9% savings compared to its expiring agreement.
 - Encompass Group's new agreement pricing has an overall 4.9% increase compared to its expiring agreement.
 - Medline's new agreement pricing has an overall 0.9% increase compared to its expiring agreement.
 - Phoenix Textile's new agreement pricing has an overall 0.1% increase compared to its expiring agreement.
 - Standard Textile's new agreement pricing is flat compared to its expiring agreement pricing.
- Encompass Groups offers a conversion rebate as a value-add.
- Phoenix Textile offers linen system review and Textrax® linen management software as value-adds.
- Standard Textile offers a risk-free trial on DermaTherapy® bedding as a value-add and [value-based contract](#); see Exhibit I Value-Adds and Exhibit J Value-based Contract Program for details.
- Encompass Group, George Courey, Phoenix Textile and Standard Textile offer early payment discounts.
- Encompass Group and George Courey have minimum order requirements for seller to pay for freight.
- Medline and Standard Textile offer grandfathering of current pricing.
- Available through distribution: Care Line, Encompass Group, Medline
- Available direct: Encompass Group, George Courey, Medline, Phoenix Textile, Standard Textile

Contracted Suppliers		
Supplier	New Contract	Expiring Contract
	PP-FA-916	PP-NS-1154*
	PP-FA-912	PP-FA-705
	PP-FA-917	New
	PP-FA-913	PP-FA-707
	PP-FA-914	PP-FA-708
	PP-FA-915	PP-FA-709

Care Line is a veteran-owned business enterprise (VET). Encompass Group is a small business enterprise (SBE). Phoenix Textile is a woman-owned business enterprise (WBE).

* Pillows were previously found in Care Line's Personal Care Kits and Components agreement.

Current agreements with American Dawn (PP-FA-702), Care + Wear (PP-FA-704) and Hinson and Hale (PP-FA-706) expire November 30, 2021.

For information about committed programs, please visit the [Performance Groups Portal](#) or the [portfolio books page](#) in PremierConnect®.

Update March 2022: Calderon Textiles has given Premier notice of its cancellation of contract PP-FA-911, effective March 25, 2022.



Effective December 1, 2021 through November 30, 2024

Supplier Contact Information

- Care Line Industries Inc.: Keith Lewis, 615.643.4797, kLewis@careline.com
- Encompass Group LLC: Dawn Foust, 770.626.2040, dawn.foust@encompassgroup.net
- George Courey Inc: Robert Horowitz, 210.247.1328, rhowitz@georgecourey.com
- Medline Industries Inc.: Derrick Fitchena, 773.771.2021, dfitchena@medline.com
- Phoenix Textile Corporation: Scott Rodgers, 314.344.5752, srodgers@phoenixtextile.com
- Standard Textile Co. Inc.: Norman Frankel, 513.761.9255, nfrankel@standardtextile.com

Note: Supplier contact information is current as of March 25, 2022. For up-to-date contact information, see the supplier's detail tab in Supply Chain Advisor.

Related Categories

- Cubicle Curtains, Tracks and Privacy Screens: Disposable and reusable cubicle curtains, tracks, privacy screens, blinds, shades and shower curtains
- Microfiber Products, Mats and Accessories: Purchase and rental of microfiber products (such as mops, towels, cloths and dusters) and accessories used for wet and dry cleaning, as well as mats used for entrances and ergonomics
- Reusable Surgical Linen and Gown Reprocessing Services: Sterile drapes and gowns that are collected when soiled and delivered to the operating room once they are cleansed and sterile
- Uniforms: Rental and purchase of uniforms

Full Launch Content and Additional Resources Available in Supply Chain Advisor

- Executive summary: A high-level PDF overview intended for supply chain and C-suite executives. This document includes agreement highlights, purchasing considerations and information on Premier resources.
- Value analysis toolkit: A PDF document that includes detailed category information, product/service offering, purchasing considerations, pricing tiers, financial analysis, market highlights and terms and conditions.
- Product cross reference: An Excel spreadsheet reference identifying product comparisons and functional equivalents. Both non-awarded supplier and awarded supplier product information are included.

NOT FOR DISTRIBUTION