UPDATE 2009

Registrations for Update 2009 continue to arrive on a daily basis. This is your reminder not to miss this opportunity to network with your peers and visit with the vendors you currently use or establish new relationships.

The agenda for Update 2009 is as follows:

**Sunday, October 18, 2009**

2:00-6:00 p.m. Northern Star Alliance Input Committee Meeting
7:00-9:00 p.m. Member Registration

**Monday, October 19, 2009**

7:00-11:00 a.m. Northern Star Alliance - Coffee, Assorted Juices, Soft Drinks & Muffins
7:00-8:00 a.m. Northern Star Alliance “Roadmap” Demonstration
8:00-8:30 a.m. Northern Star Alliance Materials Management Breakout Session
8:30-9:00 a.m. Northern Star Alliance Materials Management/Pharmacy Directors Session
8:00-9:00 a.m. Northern Star Alliance Laboratory Breakout Session
9:00-11:00 a.m. Northern Star Alliance General Session - All Disciplines
11:00 a.m. Northern Star Alliance Adjournment for Update 2009 Meetings
9:00-5:00 p.m. Member Registration & Vendor Set Up
10:00-4:00 p.m. Computer Lab - Members Only
11:45-12:30 p.m. Welcome/Introductions - All Welcome
Box Lunch - Members Only
12:45-2:45 p.m. Exhibits Open - All Welcome
3:00-4:00 p.m. “So...You’ve Lost That Lovin’ Feeling” - Members Only
3:30-4:30 p.m. “The Amerinet Alliance Proposition” - Vendors Only
4:15 - 5:45 p.m. Breakout Sessions - Members Only
Radiology
Laboratory
Dietary
Pharmacy
Medical/Surgical - All Facility Types
6:00-7:30 p.m. Exhibits Open - All Welcome
6:30-8:00 p.m. Cocktails & Hors d’oeuvres - All Welcome
7:30 p.m. Advantage/Vendor Door Prize Drawings - Must be present to win
9:00-12:00 p.m. Advantage Hospitality Suite - All Welcome

**Tuesday, October 20, 2009**

6:30-7:30 a.m. Continental Breakfast - All Welcome
7:00-10:00 a.m. Computer Lab - Members Only
7:00-11:00 a.m. Member Registration Continues
7:45-8:50 a.m. Amerinet Choice Update - Member Only
9:00-11:00 a.m. CEU Sessions - All Welcome
Radiology
Laboratory
Dietary
Pharmacy
Medical/Surgical - All Facility Types
10:00-10:30 a.m. Environmental Services Session - Members Only
10:30-11:00 a.m. Plant Engineering Session - Members Only
11:15-12:15 p.m. “A Dose of Healthcare Humor” - All Welcome
12:30 p.m. Buffet Luncheon - All Welcome
**MONDAY, OCTOBER 20 EVENTS**

### COMPUTER LAB

**Monday, October 20**
10:00-4:00 p.m.
East Convention Corridor/Great Hall

**Tuesday, October 21**
7:00-10:00 a.m.
East Convention Corridor/Great Hall

**Robyn L. Grove** is the Enterprise Applications Trainer for Amerinet. Robyn has been with Amerinet for 19 years. She provides support and training for the Amerinet staff, affiliates and members.

The computer lab will be open and staffed by Robyn during the hours indicated above. Please visit with Robyn when your time permits. The following is what Robyn will review during the lab.

**Member Resources**

What is Member Resources—Amerinet’s online member resource for news, events, information, and finding new savings opportunities. Members can sign up for contracts and monitor their success at improving operating margins. Health care providers can access Amerinet contract information, purchasing history and financial information in real time, 24 hours a day.

Features of Amerinet Member Resources:

- Total spend management programs and tools
- Access to contract data sheets
- Contract update information
- Daily contract item and pricing updates
- Pharmacy rebate information
- Contract purchase activity reporting
- Cost studies
- Contract search and sourcing at item level and contract level
- Online contract access/sign up
- Pricing information at item-level detail
- Default distributor markup and capture
- Item-level savings calculator
- Market baskets
- Online help

### OPENING SESSION/MEMBERS

**Conference & Directors Room/Harvest Hall**
3:00-4:00 p.m.

Dee Morgillo, M.Ed., MT (ASCP) is the vice president of Inquisit, the education division of Amerinet. Her responsibilities include the design and development of continuing education programming for healthcare professionals across the continuum of care, staffing project teams to develop educational programs, and recruiting quality instructors with expertise in needed content and presentation skills. Ms. Morgillo holds a master’s degree in adult and continuing education, a B.S. degree in medical technology and a certificate in human resource development. Over the past 29 years, Ms. Morgillo has held a variety of positions within the healthcare arena. As a laboratory professional she has held such positions as a serologist/immunologist, diagnostic cellular hematologist, pathology education coordinator, and education project manager. In these latter roles, Morgillo coordinated all educational programming to meet federal, state, and professional requirements. Ms. Morgillo is currently involved in several educational initiatives with Amerinet including Learning-On-Demand, Inquisit’s web based education service, iQast, Inquisit’s web cast service, educational grants, continuing education credits, and the enhancement of educational programs for all healthcare professionals. She is a frequent speaker on adult education and continuing education for all health care related teams.

**"So...You’ve Lost That Lovin’ Feeling"**

**Description:**
Nothing great in the world has been accomplished without passion, yet many of us go to work every day without passion for our job. Have you lost that lovin’ feeling for your job? Why? Can job passion be rekindled? This session will explore tips to ignite that lost job passion and how to, once again, feel excited about your job, your career, and the contributions you make to your organization.

**Objectives:**

- Outline the components of job passion and list what aspects you have and those you may have lost.
- Design your own list of passion breakers and what/who contributes to your lost passion.
- Outline a plan to rekindle your job passion
- Explore how your passion will influence others and spark renewed passion in your employees and colleagues
OPENING SESSION/VENDORS

Executive & Board Rooms/Harvest Hall
3:30-4:30 p.m.

As Senior Director of Alliance, Joan Mullins works with regional groups of Amerinet members to drive additional cost savings through the aggregation of Amerinet alliance members purchasing volumes. She works closely with the senior director of sales within the eastern region, enterprise solutions and contraction division to identify suppliers that are willing to recognize the alliance members as a virtual IDN and deliver enhanced tier opportunities for these members. She currently manages the Northern Star Alliance and the Amerinet Northeast Alliance.

Mullins joined Amerinet in 1998 as director of Affiliate Relations in the former Amerinet Central region and was the marketing and sales liaison between Amerinet Central and their five affiliate organizations. She also managed the Amerinet Central Market Research and Membership departments and secured exhibitors and sponsors for the Amerinet Central member conference and education grants for Inquisit, the educational arm of Amerinet.

Prior to joining Amerinet, Mullins was an art consultant for James Gallery, and was recognized within the Pittsburgh market for her expertise in the selection of appropriate art within the healthcare market. She was an eight year winner for supplier excellence within the Amerinet Central administrative services portfolio.

Richard Borncamp has worked in healthcare for over 25 years. He has worked for healthcare systems, medical device manufacturers and GPO’s. His experience has included clinical, purchasing, national account and sales positions. He recently worked as VP worldwide sales and director of marketing for a medical device company and opened markets in Europe and Asia. Rich is currently the Sr. Director, Upper Midwest for Amerinet.

“The Amerinet Alliance Value Proposition”

This presentation will focus on the following components:

- Amerinet Alliance Mission
- Value Proposition for the Alliance members
- Value Proposition for the Amerinet supplier partners
- NSA structure and strategic direction
- How you as suppliers can engage with the Northern Star Alliance
LABORATORY BREAKOUT SESSION
Embassy B

Pat Martin, has been involved in the laboratory business for over 29 years. For the last 9 years, Pat has worked for Amerinet as the Laboratory/Diagnostics Imaging Director of the Laboratory & Diagnostic Imaging Division.

Rick Tello, MT (ASCP) is currently the Laboratory Manager at Bloomington Lake Clinic in Minneapolis, MN. Rick is the Advantage representative on the Amerinet Laboratory Leadership Council.

The Laboratory Breakout Session will consist of an update on the Amerinet laboratory contracts. This will include new, renewed, and changes in the contract portfolio. Pat will also show you how you can access your reports using Member Resources with emphasis on laboratory news, contract searches, and incentive reports.

MEDICAL SURGICAL BREAKOUT SESSION
Conference & Directors Rooms/Harvest Hall

Deb Reetz, RN, BSN, is currently the Director of the Medical/Surgical Department of Amerinet. Her responsibilities include assisting in the management of contract process and utilization activities in the Medical/Surgical and Amerinet Choice/Private Label portfolios.

Don Smalley-Rader has 17 years of experience in materials management with 12 years in a healthcare related industry. He has been employed by both clinics and hospitals. He is the Amerinet Director for the Upper Midwest including North and South Dakota and Minnesota.

Vicki Butler has been at Missouri Slope Lutheran Care Center, Bismarck, ND for nearly 28 years in various capacities. For the past 15 years she has been the Director of Environmental Services overseeing laundry, housekeeping, custodians and materials management for nursing, laundry, housekeeping, capital expenses as well as overseeing a resident equipment coordinator and all supply clerks to nursing. Vicki is the Advantage representative on the Amerinet Medical/Surgical Leadership Council.

John Schreier’s career in healthcare has spanned over 36 years. He has been the Director of Purchasing at St. Alexius Medical Center, Bismarck, ND since 1989. He has presented several programs at AHRMM’s National Conference as well as Amerinet’s Membership Conference. John currently serves as the Vice-Chair of Amerinet’s MMIG (Materials Management Input Group).

The Medical Surgical Breakout Session will provide information on new categories and contracts in med/surg, what suppliers have acquired other companies, where to find reports of forms you have signed and other documents at a glance, and a month of contract changes on ONE page. John Schreier, St. Alexius, Bismarck, ND will share his update from the Material Manager Input Group (MMIG) and contracting strategies.
BREAKOUT SESSIONS (Continued)

DIETARY BREAKOUT SESSION
Prairie Room

Phil Hulen is Director of Nutrition & Environmental Services of Amerinet’s Enterprise Solutions division. Phil joined Amerinet in 2006 after spending 6 years with US Foodservice as a Territory Manager selling to long-term care, schools and independent restaurants. His current responsibilities include customer relation management increasing awareness of the Amerinet’s Nutrition Program’s contracts and services. Phil currently covers Missouri, Iowa, Illinois, Indiana, Wisconsin, Michigan, Western Kentucky and parts of North and South Dakota.

Melanie Metz, is the Dining and Nutrition Services Director of Edgewood Vista Management, an Assisted Living & Memory Care operation with 20 facilities in MN, ND, NE, SD & MT. She is a licensed, registered dietitian with 20+ years of experience in the field, including Clinical Nutrition Services, Consulting, Public Health, Worksite Wellness and Food Service Management. Melanie is the Advantage representative on the Amerinet Dietary Leadership Council.

The Dietary Breakout Session will consist of the following:

- How to access your reports using Member Resources
- Contract and market updates

There will also be a presentation by Bev Benda-Moe. Bev Benda-Moe is a Licensed Registered Dietitian and Health Coach with 22 years of experience in public health nutrition, worksite wellness coordination, and coaching. She received her nutrition education from the North Dakota State University and the University of Minnesota Hospitals and Clinics with coach training from Guiding Mindful Change program in San Diego, CA. She most recently worked with the Center for Health Promotion at the University of North Dakota Medical School. She owns a private coaching and consulting business, My Coach Bev (www.mycoachbev.com).

“Using the Law of Attraction to Create Positive Outcomes in your Workplace”

In this session, you will learn how the Law of Attraction has the power to set the stage for productivity, positive attitudes and extraordinary outcomes at your worksite.

Objectives:

- The learner will be able to define what the Law of Attraction is and how to use it to attract success in the workplace.
- The learner will be able to list 3 dangers of tolerating poor work performance and how to tackle it with Law of Attraction principles.
- The learner will be able to identify 3 Law of Attraction resources for foodservice and nutrition personnel.

Bev’s presentation is being sponsored by US Foodservice-GFG Division. One hour of continuing education has been applied for Registered Dieticians, Diet Techs Registered, Licensed Nutritionists and Certified Dietary Managers. Questions on the CEU offering should be directed to Deb Strand at 701-280-6307.
PHARMACY BREAKOUT SESSION
Embassy A

Mike Carnley is the Pharmacy Director of the Pharmacy Division at Amerinet. His responsibilities include overseeing all contracts of the pharmacy program for the region. His past experience includes 20 years as the Director of Pharmacy for Intermountain Healthcare and 7 years in Wyoming, practicing in rural and urban medical centers.

Samantha Padula moved to Montevideo, MN in 1997 to become a PRN Pharmacist for Stevens Community Medical Center in Morris, Meeker County Memorial Hospital in Litchfield and Walmart in Montevideo. In 2000 she took the position as Director of Pharmacy at Chippewa County Montevideo Medical Center, a 25 bed critical access hospital in Montevideo where she is currently employed. Samantha is the Advantage representative on the Amerinet Pharmacy Leadership Council.

During the Pharmacy Breakout Session, we will have discussions around announcements of interest, which may range from informational to regulatory; future continuing educational opportunities for pharmacists, technicians and nursing; updates about changes or additions to the Amerinet Pharmacy contract portfolio and finally, questions and answers about the contracts or other topics of interest to the group.

RADIOLOGY BREAKOUT SESSION
Press Room

Denise Johnson is a Diagnostic Imaging Director for the Diagnostic Imaging Department of Amerinet. Denise has over 16 years experience in a 550 bed level trauma center and 3 years experience in an outpatient imaging center.

Kirk Seaver has been employed by Heart of America Medical Center, Rugby, ND for the past 19 years. His career path has included x-ray, CT, nuclear medicine and ultrasound. He is currently the Director of Radiology. Kirk is the Advantage representative on the Amerinet Radiology Leadership Council.

The Radiology Breakout Session will consist of the following:
- Welcome and Introductions
- Contract Updates - What’s new, current trends and the economy
- Target Buys
- DI Q Review

ADVANTAGE HOSPITALITY SUITE

Join us for a
"PAJAMA PARTY"
WHEN: Monday, October 19
WHERE: Fargo Holiday Inn – Room 100
WHEN: 9:00-12:00 p.m.

And yes, Pajama’s are mandatory! ☺
Tuesday, October 21 Events

**AMERINET CHOICE UPDATE**

Executive & Board Rooms  
7:45-8:50 a.m.

As Senior Director for Amerinet Choice®, **Dick Thompson** provides a leadership role in day-to-day operations of Choice specialists serving Amerinet member facilities, promoting and ensuring the value proposition of the program, as well as collaboration with contracting and marketing divisions of Amerinet. Thompson joined Amerinet in March 2009, bringing more than 25 years of healthcare experience to the organization.

The Amerinet Choice presentation will provide attendees an update on the financial impact of the Amerinet Choice program and saving opportunities with current and new product launches. Participants will also receive awareness of future product rollouts and update on the new Amerinet Choice Model. This session will allow members to discuss their own Amerinet Choice experiences and provide valuable feedback for new product categories.

Attendees will also get a behind the scenes look at what Amerinet is doing to enhance savings opportunities for Advantage members by improving existing agreements, adding new ones, and making it easier to reach minimums to get bigger discounts. New contracting initiatives will be introduced and attendees will have the unique opportunity to have input in Amerinet’s direction!

**CEU SESSIONS**

9:00-11:00 a.m.

**LABORATORY CEU SESSION**

Embassy B

**Shrita Ann Smith**, MS, BS, MT (ASCP) is Manager/Global Technical Services for BD Diagnostics, Preanalytical Systems. Prior to her position at BD she worked 1 year as an Immunology Technical Specialist for Pharmacia, 3 years as Technical Service Specialist at Behring Diagnostics, 2 years as an Product Manager at Behring Diagnostics, 4 years as a Technical Service Specialist at Becton Dickinson Vacutainer Systems, and 2 years as Supervisor of Technical Services BDVS PAS. She also worked for 11 years as a Medical Technologist (ASCP) at St. Mary’s Hospital in Orange, New Jersey, 2 years as a generalist, 4 years in special chemistry and 5 years as supervisor of chemistry and quality control coordinator for the laboratory.

**“The Cause and Effect of Errors in Specimen Collection”**

Managing Preanalytical Variables in Specimen collection is an intermediate course intended for phlebotomists, laboratory, nurses and other healthcare professionals responsible for the collection, handling, processing and diagnostic testing of specimens in the clinical laboratory. A basic knowledge of phlebotomy and clinical laboratory science in required. The objective/goal of the program is to provide an understanding of the importance of factors that influence preanalytical variables in specimen collection, processing/handling, identify preanalytical sources of error and their impact. Focus will be placed on established guidelines, procedures and techniques for proper venipuncture, specimen collection, processing and handling.

Objectives:

- Recognize the importance of preanalytical variables in specimen collection.
- Identify the preanalytical phase as the time from test ordering until sample analysis.
- Understand and identify contributing factors in specimen collection, processing/handling and the effect on laboratory testing.
- Use this knowledge to minimize occurrences of preanalytical error in your institution, enhance sample quality, accuracy of laboratory data and quality of patient care.

This session is being sponsored by Becton Dickinson and the CEU will be 2.0 PACE Laboratory Credits. Questions on the CEU can be directed to Pat Martin, Amerinet, at 877-711-5700 Ext. 8020.
John R. Cox is the National Senior Utilization Manager, National/Diagnostix at Amerinet where he has worked for over 8 years. In his present position he is responsible for the development, training and promotion of one of Amerinet’s key analytical software tools called the Roadmap to Savings. He recently has presented on various healthcare issues at meetings such as WAHR, and Amerinet national meetings. John is currently a member of AHRMM and a member of the GS1-GTIN Committee. He graduated from the University of Phoenix with a Bachelor’s degree in Information Technology.

“Standardization in the Med/Surg World - Myth or Reality?”

Program Description:
Multiple systems for the customer and product identification is one of the biggest challenges for our healthcare industry with each channel partner creating and maintaining separate item masters. This program will explain what the GS1 leadership team is doing to meet these challenges.

Program Objectives:
- Explain standardization and who is GS1
- Discuss how GLN, GTIN and GDSN will affect your facility
This Session is being sponsored by Amerinet. Participants who successfully complete this program will receive 1.5 hours of continuing education. They may be applied toward ISM C.P.M. recertification and/or A.P.P. reaccreditation program requirements. ISM’s consent to provide a program number for this educational event is not an endorsement of this program or its content by ISM. Program number CEH-01-2009. Questions on this offering can be directed to Deb Reetz at 877-711-5700 Ext. 7232 or John Cox at 877-711-5700 Ext. 2418.

Dr. Cathy Breedon is the Clinical Nutrition Specialist at Meritcare Medical Center in Fargo, ND. She also teaches at the University Of North Dakota School Of Medicine and at the Minnesota State University in Moorhead, MN. Dr. Breedon annually presents over 30 national and state workshops for health professionals around the United States. Her Ph.D. in Nutrition is from the University of Minnesota and she also holds master’s degrees in Nutrition and Psychology. Dr. Breedon is a Board Certified Pediatric Nutrition Specialist.

“Hot Topics in Nutrition”

Certain micronutrients are involved in the risk or progression of many serious health conditions including diabetes, multiple sclerosis, osteoporosis, cancer, cardiovascular disease, lupus, arthritis, muscle pain, muscle weakness, macular degeneration, problems related to cognition and mood, and to poor pregnancy outcome. Several of these nutrients are poorly represented in the diets of many Americans but they often are unrecognized as being inadequate. This presentation will focus on some safe, easy and inexpensive nutrition adjustments with the potential to improve the picture significantly.

Six nutrients have been shown to be commonly inadequate in the diets of many Americans: vitamins D, K, B12, omega-3 fats, magnesium, and iodine. After participating in this session participants will be able to:

- Describe the health consequences of the nutrient inadequacies described above.
- Identify a drug/nutrient interaction and/or a genetic/nutrient interaction affecting adequacy of four of these nutrients.
- Identify simple, safe and inexpensive interventions to improve this picture markedly.

This presentation is being sponsored by Food Services of America. Two hours of continuing education have been applied for Registered Dietitians, Diet Techs Registered, Licensed Nutritionists and Certified Dietary Managers. Questions on the CEU offering should be directed to Deb Strand at 701-280-6307. ADDITIONAL CEU’S FOR DIETARY PARTICIPANTS: Dietary participants have an opportunity to obtain 9.0 hours if they attend October 19 and 4.5 hours if they attend October 20. 13.5 CEU's have been requested for Registered Dietitians, Licensed Nutritionists, Diet Techs Registered and Certified Dietary Managers who attend Update both days.
Alan Hopefl is the Senior Pharmacy Clinical Manager at Amerinet. He has been published widely in medical and pharmacy literature, made numerous presentations at national medical and pharmacy meetings and has served as a referee for the journals: Hospital Pharmacy, Annals of Pharmacotherapy, Pharmacotherapy and the American Journal of Health-System Pharmacists.

“Update on Oral Antiplatelet & Antithrombotic Agents”

The Target Audience for this program is directors of pharmacy, clinical and staff pharmacists and pharmacy technicians. This program is presented as benefit of Amerinet membership. There is no charge for attending.

This program will review the:
1. latest information on the proper uses of clopidogrel
2. studies of new platelet ADP receptor antagonists
3. pharmacology and physiology of anticoagulation
4. studies of the new oral anti-factor Xa drugs
5. new oral direct thrombin inhibitors

LEARNING OBJECTIVES:
After attending this program the pharmacist should be able to:
- List the mechanisms involved in platelet aggregation
- State the proper doses of clopidogrel
- List the factors that may decrease the antiplatelet effect of clopidogrel
- Identify patients who are at higher risk of bleeding when receiving prasugrel
- List other platelet ADP receptor blocking drugs undergoing development
- Identify the specific sites in the coagulation scheme where anticoagulant drugs exert their action
- List the new oral direct thrombin inhibitors under development
- Compare the advantages of the new antithrombotic agents to warfarin

After attending this program the pharmacy technician should be able to:
- Outline the factors that cause platelet aggregation
- State the proper doses of clopidogrel for various indications
- List the factors that may decrease the therapeutic effect of clopidogrel
- Identify other platelet ADP receptor blocking drugs under development
- Outline the uses of new oral factor Xa blocking drugs
- Identify the new oral direct thrombin inhibitor drugs under investigation

Inquisit is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 2.0 ACPE Contact Hours under program number 232-000-09-037-L01-P and 232-000-09-037-L01-T. This presentation is being sponsored by Amerinet.
CEU SESSIONS (Continued)

RADIOLOGY CEU SESSION
Press Room

Matt Hutchings has 13 years of industry experience. He is currently the Regional Director of Network Systems for Fujifilm Medical Systems, and 3 years being intricately involved in selling distributed PACS and RIS solutions that provide technology to improve radiology workflow and patient care across the vast geographical spaces.

“Virtualizing Radiology”

Industry trends toward virtualizing the radiologist environment. The discussion will review the recent dramatic shift that technology has enabled from 10 year old technology in Teleradiology “wet read” space to active DIAGNOSTIC reading from a virtual environment allowing multiple facilities that are geographically dispersed to share active reading and reporting responsibilities across vast geographic spaces in an efficient manner.

This presentation is being sponsored by Fujifilm Medical Systems and 1 CEU will be awarded to participants. Questions on the CEU can be directed to Denise Johnson, Amerinet, at 877-711-5700 Ext. 2412.

Scott Goldsworthy is a graduate of the University of Wisconsin with a degree in Physiology. He also holds a Master’s degree in Business Administration from Marquette University. Scott joined GE Healthcare 10 years ago through the prestigious Key Talent Program. Currently, Scott is the CT Sales Specialist for GE Healthcare covering the 5 states of North and South Dakota, Minnesota, Iowa & Nebraska.

“Dose Reduction in CT”

The outline for this presentation is:
1. CT Dose in the News
2. Basics of CT Dose Measurement
3. Scanner Features which aid in Dose Reduction
4. What we as “Partners” can do together
   • As Low As Reasonable Achievable
5. Pediatrics and Dose
6. Vendor Messaging at RSNA 2008 around Dose

This presentation is being sponsored by GE Healthcare Technologies and 1 CEU will be awarded to participants. Questions on the CEU can be directed to Denise Johnson, Amerinet, at 877-711-5700 Ext. 2412.

ENVIRONMENTAL SERVICES UPDATE
Frontier Room
10:00-10:30 a.m.

Ken McCully is the Director, Construction, Capital and Facility Services in Central Sales Region for Amerinet. He has over 21 years in construction and facility services and maintenance.

Ken will be leading the Environmental Services and Plant Engineering Sessions.

This session will cover:
• What’s new in Environmental Services
• New contract updates
• Environmentally preferable purchasing
  • Establishing a facility wide program
PLANT ENGINEERING SERVICES UPDATE

Frontier Room
10:30-11:00 a.m.

Ken McCully will present this update and this session will cover:

1. New contracts for Plant Engineering
   - Service contracts
   - National agreements on Medical Gas
2. Energy Conservation = Revenue Generation
3. Maintenance, Repair, Operations (MRO) budgetary expenditures
   - Guidelines
   - Savings Opportunities

CLOSING SESSION

Executive & Board Rooms/Harvest Hall
11:15-12:15 p.m.

David Glickman has been a full-time professional comedian for twenty years. He has performed over 2,000 comedy shows.

Before becoming a comedian, he earned a communications degree from the University of Florida. He worked for nearly a decade as a Manager of Public Relations and Marketing. In 1985, he switched from the “world of business” to “show business.”

Two years later, he opened South Florida’s first successful chain of comedy clubs. Initially named “Coconuts,” they later were renamed “Uncle Funny’s.” The clubs flourished. He also opened comedy clubs in several Atlantic City casinos.

David was featured in “Rolling Stone” magazine and scores of other publications. He was the opening act for stars such as Ellen DeGeneres, Ray Romano, Barbara Mandrell, Carol Channing, and many more. Steve Martin personally selected him from over 100 comics for an appearance on a CBS comedy program.

David sold the comedy clubs in 1992. He began focusing on shows for the corporate world. He began to get more national attention. He was selected the winner of the Entenmann’s National “Funniest Person in America” Contest from over 500 contestants. He was featured on “Evening at the Improv” and several other national television shows. He performed for Gloria Estefan’s birthday party. His ability to customize humorous material specifically to the client increased the demand for his services.

In 1995, David moved from Miami to Tampa. His list of corporate clients continues to grow as fast as the positive word-of-mouth and industry “buzz” that follows each of his performances. He is an active member of the National Speakers Association and is Past President of the National Speakers Association—Central Florida.

“A Dose of Healthcare Humor”

Enjoy a hilarious program of jokes and songs and props designed to positively address situations and frustrations that the typical healthcare professional deals with in his or her job.

You’ve never seen a funnier way of looking at Medical Technology, Patient Relations, Managed Care, the Pharmaceutical Industry, Medical Specialists, Healthcare Bureaucracy, a Patient Bill of Rights, JCAHO, HIPAA, and much, much more!

You don’t want to miss David Glickman and “A Dose of Healthcare Humor”.
A very special thank you to the following vendors who sponsored, co-sponsored or made a donation to various functions at this year’s Update. As always, we sincerely appreciate the support you give to our meetings. If your company made a donation and it does not appear on this listing, please know it did not arrive in time for our printing deadline but we will acknowledge your donation several times during the meeting.

**AMERINET**
- “Update on Oral Antiplatelet & Antithrombotic Agents”
  - Tuesday Pharmacy CEU Sponsor
- “Standardization in the Med/Surg World - Myth or Reality?”
  - Tuesday Medical/Surgical CEU Sponsor

**ANSELL HEALTHCARE**
- Monday Coffee Break - Executive & Board Rooms

**ASO**
- Tuesday Coffee Break - Conference & Directors Rooms

**BECTON DICKINSON**
- “The Cause and Effect of Errors in Specimen Collection”
  - Tuesday Laboratory CEU Sponsor

**COLE PAPERS, INC.**
- Tuesday Coffee Break - Frontier Room

**DMS HEALTH TECHNOLOGIES**
- Monday Coffee Break - Press Room

**FUJI MEDICAL SYSTEMS**
- “Virtualizing Radiology”
  - Tuesday Radiology CEU Sponsor

**FOOD SERVICES OF AMERICA**
- “Hot Topics in Nutrition”
  - Tuesday Dietary CEU Sponsor

**GE HEALTHCARE TECHNOLOGIES**
- “Dose Reduction in CT”
  - Tuesday Radiology CEU Sponsor

**KREISERS, INC.**
- Monday Coffee Break - Embassy B Room

**MCKESSON MEDICAL/SURGICAL**
- Tuesday Coffee Break - Embassy B Room

**REINHART FOODSERVICE**
- Monday Coffee Break Co-Sponsor - Exhibit Area

**SYSCO NORTH DAKOTA, INC.**
- Monday Coffee Break - Prairie Room
  - Tuesday Coffee Break - Prairie Room

**US Foodservice-GFG Division**
- “Using the Law of Attraction to Create Positive Outcomes in your Workplace”
  - Monday Dietary Breakout Sponsor
  - Monday Coffee Break Co-Sponsor - Exhibit Area
Where did summer (IF you had summer!) go? It is hard to believe we are gathering soon for Update 2009. You still have time to make plans to join us. Seldom does anyone join us and not plan around the dates of Update in future years.

We have something for every one: Breakout sessions for different disciplines, CEU’s offered in 5 different categories, the Computer Lab (one on training on our Group’s electronics), multiple networking opportunities, ending our largest annual educational offering with a motivational presentation.

It is your best opportunity to interact with Advantage and Amerinet employees. Amerinet Clinical Specialist, vendor representatives, and to share your ideas on improvements involving our GPO.

Almost everyone’s favorite is the vendor show and the activities associated with exhibit time that includes sample products, door prizes, food and beverages. The first night concludes with the always popular Advantage Hospitality Suite.

Most facilities that attend qualify for the refund of the convention registration fee - remember, if 3 or more individuals from the same facility attend and pick up their registration materials, the registration fee will be refunded. Starting with lunch on Monday, thru the luncheon buffet on Tuesday, for all practical purposes your dining and entertainment needs are met by just your participation.

I can make this promise if you take the time and make the effort to join us. One, you and your facility will benefit from your participation. Two, you will have some fun. If you don’t have both, my name isn’t Forrest Wade Christopher Johnson the III!

Please join me in welcoming Amerinet’s newest employee to our geography, Steve Gonser. Steve joins our team after a long history as a representative for different Medical/Surgical distribution companies and brings with him a wealth of knowledge. Steve will have certain account responsibilities as well as be available for visits upon request of the regional marketing team. You will have an opportunity to meet Steve at Update if you haven’t already. Welcome aboard Steve!

The Advantage block of rooms was released as of September 19, 2009. However, there are still rooms available.

Guests will still get the negotiated room rate of $83.95 per room per night by mentioning the “Advantage Healthcare” meeting. Call 701-282-2700 to reserve your sleeping room if you haven’t already.

Update 2010 is scheduled for Monday, October 18 & Tuesday, October 19 at the Holiday Inn, Fargo, ND. Mark these dates on your calendar and please plan to join us!
2009 ASSOCIATE MEMBER SPONSORSHIPS
Please post for quick reference

American Solutions for Business
(Advantage Regional Agreement)
Rep: Jeff Hooey
Telephone: 701-293-3146
Email: jhooey@americanbus.com
Computer and Medical Forms/Supplies
(including HCFA 1500 and UB04), Promotional
Products, Medical Labels, Filing Systems &
Commercial Printing

BREG, Inc.
Rep: Bryan Paul
Email: bpaul@breg.com
Rep: Chris Mackay
Email: cmackay@breg.com
Rep: Chris Cummings
Email: ccummings@breg.com
Telephone: 760-599-3000
Pain Management and Cold Therapy Products

Cole Papers, Inc.
Rep: Greg Hanson
Telephone: 800-800-8090
Email: ghanson@colepapers.com
Paper & Maintenance Supplies, Food Service
Items, Housekeeping & Cleaning Supplies, Skin
Care Products

Dacotah Paper Company
Rep: Keith Bresin
Email: kgresin@dacotahpaper.com
Rep: Brad Mohs
Telephone: 800-323-7583
Solo, Dixie, Georgia Pacific, Johnson-Diversey,
Ecolab, Kimberly Clark, First Quality, Attends,
Heritage Bag, Berry Plastics, Dinex, 3M,
Duracell, GOJO, Dial

Food Service of America
Rep: Mike Herzog
Email: mike_herzog@fsafood.com
Rep: Vicki Dulmage
Email: vicki_dulmage@fsafood.com
Rep: Barb Meis
Email: barb_meis@fsafood.com
Telephone: 800-726-7440
Broadline Food Distributor

Heritage Bag
Rep: Wesley Boals
Email: wesley.boals@heritage-bag.com
Telephone: 612-868-8817
Canliners & Food Bags

Kreisers, Inc.
(Advantage Regional Agreement &
Amerinet Agreement)
Rep: Ron Rohl vm *1113
Rep: Ray Pearson vm *1221
Rep: Katie Harmon vm *1228
Rep: Chuck Lowry vm *1230
Rep: Tom Rothenberger vm *1220
Rep: Bob Sutton vm *1240
Rep: Doug Essen vm *1222
Rep: Michael Young vm *1245
Rep: Carl Wannemacher vm *1241
Rep: Wayne Stombaugh vm *1107
Rep: Sandy Ruch vm *1226
Rep: Mike Sidener vm *1243
Rep: Scott Deden vm *1233
Rep: Earl Covert vm *1232
Rep: Burt Teske vm *1242
Telephone: 800-524-9382
Email: ronr@kreisers.com
Distribution of Medical/Surgical/Laboratory
Equipment & Supplies

McKesson Medical Surgical
Rep: Jesse Hawke
Telephone: 952-239-0155
Email: jesse.hawke@mckesson.com
Medical Supplies, RX, Office Supplies,
Diagnostic & Lab Equipment, Technology for
Physician Offices & Surgery Center

Quest Diagnostics
Rep: Rob Gilmour
Email: rob.w.gilmour@questdiagnostics.com
Telephone: 651-635-1500
Worlds Leading Provider of Diagnostic Testing,
Information & Services is proud to partner with
Advantage Healthcare to provide outstanding
healthcare to providers and patients in the
Advantage Healthcare Network

Riester-Guromed USA
Rep: Toy Rihn
Email: toyr@guromedusa.com
Telephone: 866-559-0095
Riester is a German Company that Engineers
and Manufactures Diagnostic Instruments. Its
major product lines include
Sphygmomanometers, E.N.T. and Ophthalmic
Instruments, Stethoscopes, Laryngoscopes and
Examination Lamps. Guromed USA, exclusive
Manufacturer Representative in the USA,
located in San Antonio, TX.

Shamrock Scientific Specialty Systems,
Inc.
Rep: Shirin Malik
Email: smallik@shamrocklabels.com
Telephone: 800-323-0249
Tapes & Labels for Healthcare, Research, and
Industry

Shasta Sales, Inc.
Rep: Joe Salonia
Email: jsalonia@nationalbeverage.com
Telephone: 803-957-2302
Carbonated Soft Drinks for Patient Feeding,
Energy Drinks, Vitamin Enhanced Waters,
Available through Amerinet Food Service
Distributor

Sysco North Dakota
Rep: Jane Hansen
Telephone: 701-280-6304
Email: hansen.jane@nd.sysco.com
Sysco is the global leader in selling, marketing,
and distributing food products to restaurants,
healthcare & educational facilities, lodging
establishments and other customers who prepare
meals away from home. Its family of products
also includes equipment and supplies for the
foodservice and hospitality industries

Universal Hospital Services, Inc.
Rep: Scott Halseth
Telephone: 701-232-1087
Email: sahalseth@uhs.com
Rep: Art Kopp
Email: oakopp@uhs.com
Medical Equipment and Service that support
both acute care hospitals and nursing facilities

U.S. Foodservice/GFG Division
Rep: Vicki Gordon
Email: vicki.gordon@usfoodcom
Rep: Bill Haunz
Email: bill.haunz@usfood.com
Telephone: 701-795-5900
Broadline Foodservice Distributor, Menu
Programs, Nutrition Information, ServSafe
Certification, In-Service Programs

Williams Scotsman
Rep: George McDowell
Email: george.mcdowell@willscot.com
Telephone: 800-292-9652
Modular Space Solutions including Modular
Buildings, Mobile Offices & Storage Containers

YES Distributing, Inc.
(Advantage Regional Agreement)
Rep: Wade Kram
Telephone: 651-452-9889
Email: wkram@melvillemkt.com
Ice makers, Water Filters, Microwaves,
Commercial Kitchen Equipment

*If the information furnished is incorrect, please
notify Advantage as soon as possible.
**Expiration 12/31/09
The below listed individuals will attend Update 2009 to be held on October 19 & 20 at the Holiday Inn, Fargo, ND. Badges will be created from this information so for accuracy, please type this information.

<table>
<thead>
<tr>
<th>NAME</th>
<th>TITLE</th>
<th>FACILITY</th>
<th>CITY/STATE</th>
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REGISTRATION FEE: A “FACILITY FEE” IN THE AMOUNT OF $100.00 WILL BE CHARGED TO EACH FACILITY ATTENDING UPDATE. IF THREE OR MORE INDIVIDUALS FROM THE SAME FACILITY ATTEND AND PICK UP THEIR REGISTRATION PACKET/BADGE, THE $100.00 WILL BE REFUNDED WITHIN THREE (3) WEEKS FOLLOWING UPDATE 2009. ALL REGISTRATIONS MUST BE PAID IN FULL PRIOR TO OCTOBER 16 TO BE ELIGIBLE FOR THE REFUND. ANY UNPAID REGISTRATIONS AFTER OCTOBER 16 WILL BE CHARGED $125.00 PER FACILITY AND WILL NOT BE ELIGIBLE FOR THE 3 OR MORE REFUND OFFERING.

To better accommodate your needs, please indicate the NUMBER of persons who will attend each function. Events listed in the program booklet but not displayed below do not need an attendance count.

EVENTS – SUNDAY, OCTOBER 18

( ) Northern Star Alliance Input Committee Meeting
  2:00-6:00 pm
  Mezzanine I

EVENTS – SUNDAY, OCTOBER 19

( ) Northern Star Alliance Roadmap Demonstration
  7:00-8:00 am
  Executive & Board Rooms/Embassy A Room

( ) Northern Star Alliance Materials Management Breakout Sessions
  8:00-8:30 am
  Executive & Board Rooms/Embassy A Room

( ) Northern Star Alliance Materials Management/Pharmacy Breakout
  8:30-9:00 am
  Executive & Board Rooms/Embassy A Room

( ) Northern Star Alliance Laboratory Breakout Session
  8:00-9:00 am
  Prairie Room

( ) Northern Star Alliance General Session
  9:00-11:00 am
  Executive & Board Rooms/Embassy A Room

( ) Box Lunch (Members Only)
  11:45-12:30 pm
  Conference & Directors Rooms/Executive & Board Rooms/Harvest Hall

( ) “So...You’ve Lost That Lovin’ Feelin’” (Members Only)
  3:00-4:00 pm
  Conference & Directors Rooms/Executive & Board Rooms/Harvest Hall

( ) “The Amerinet Alliance Proposition” (Vendors Only)
  3:30-4:30 pm
  Executive & Board Rooms/Embassy A Room

( ) Radiology Breakout Session (Members Only)
  4:15-5:45 pm
  Press Room

( ) Laboratory Breakout Session (Members Only)
  4:15-5:45 pm
  Embassy B Room

( ) Dietary Breakout Session (Members Only)
  4:15-5:45 pm
  Prairie Room

( ) Pharmacy Breakout Session (Members Only)
  4:15-5:45 pm
  Embassy A Room

( ) Medical Surgical Breakout Session (Members Only)
  4:15-5:45 pm
  Conference & Directors Rooms/Executive & Board Rooms/Harvest Hall

EVENTS – TUESDAY, OCTOBER 20, 2009

( ) Continental Breakfast (All Welcome)
  6:30-7:30 am
  Poolside

( ) Amerinet Choice Update (Members Only)
  7:45-8:50 am
  Executive & Board Rooms/Embassy A Room

( ) Radiology CEU Session (All Welcome)
  9:00-11:00 am
  Press Room

( ) Laboratory CEU Session (All Welcome)
  9:00-11:00 am
  Embassy B Room

( ) Dietary CEU Session (All Welcome)
  9:00-11:00 am
  Prairie Room

( ) Pharmacy CEU Session (All Welcome)
  9:00-11:00 am
  Embassy A Room

( ) Medical Surgical CEU Session (All Welcome)
  9:00-11:00 am
  Conference & Directors Rooms/Executive & Board Rooms/Harvest Hall

( ) Environmental Services Session (Members Only)
  10:00-10:30 am
  Frontier Room

( ) Plant Engineering Session (Members Only)
  10:30-11:00 am
  Frontier Room

( ) “A Dose of Healthcare Humor” (All Welcome)
  11:15-12:15 pm
  Royale Hall

( ) Buffet Luncheon (All Welcome)
  12:30 pm
  Southeast Poolside

Do you have questions you would like to see addressed at one of the Breakout Sessions? If YES, please circle which session and write your question(s) below:  Lab  Dietary  Pharmacy  Radiology  Med/Surg

NAME/TITLE: ____________________________
FACILITY: ____________________________
MAILING ADDRESS: ____________________________
CITY/STATE/ZIP: ____________________________ TELEPHONE: ____________________________ FAX: ____________________________

THIS COMPLETED FORM AND YOUR CHECK/MONEY ORDER SHOULD BE MAILED TO:

ADVANTAGE HEALTHCARE NET
2100 SOUTH COLUMBIA ROAD, SUITE 104
GRAND FORKS, ND  58201
ATTN: Jodi Dub

ALL REGISTRATIONS MUST BE PAID IN FULL PRIOR TO THE MEETING
VENDORS: As of September 15, exhibit space was sold out. If you have not received a postcard confirming your booth location, please call Jodi at the Advantage office as soon as possible at 800-548-2744.

The Vendors who will be exhibiting with us at Update 2009 are as follows:

<table>
<thead>
<tr>
<th>3M (Choice)</th>
<th>Aesculap</th>
<th>American Solutions for Business</th>
</tr>
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<tbody>
<tr>
<td>Amerinet Choice (Choice)</td>
<td>Ansell Healthcare (Choice)</td>
<td>ASO (Choice)</td>
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<tr>
<td>Astra Zeneca Pharmaceuticals</td>
<td>Becton Dickinson</td>
<td>Bird &amp; Cronin</td>
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<tr>
<td>Breg, Inc.</td>
<td>Cardinal Health (Choice)</td>
<td>Cardinal Health (Choice)</td>
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<td>Cole Papers, Inc.</td>
<td>DJO (Choice)</td>
<td>Dacotah Paper Company</td>
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<td>Dakota Drug, Inc.</td>
<td>DMS Health Technologies</td>
<td>Encompass (Choice)</td>
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<td>Energizer</td>
<td>EZ Way, Inc.</td>
<td>Fisher Healthcare</td>
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<td>Food Services of America</td>
<td>Fukuda Denshi (Choice)</td>
<td>Getinge USA, Inc.</td>
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<td>Giromed USA</td>
<td>Hartmann USA, Inc.</td>
<td>Heritage Bag</td>
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<tr>
<td>Hovertex International (Choice)</td>
<td>Konica Minolta Medical Imaging</td>
<td>Kreiser’s, Inc.</td>
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<td>Laboratory Corporation of America</td>
<td>McKesson Medical-Surgical</td>
<td>McKesson Pharmaceuticals</td>
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<td>Medline Industries</td>
<td>Metrex</td>
<td>Office Max</td>
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<td>Owens &amp; Minor</td>
<td>Phoenix Textile</td>
<td>Quest Diagnostics</td>
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<tr>
<td>Reinhart Food Services</td>
<td>Roche Diagnostics</td>
<td>Sage Products (Choice)</td>
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<tr>
<td>Sara Lee Foodservice</td>
<td>Shaw Industries</td>
<td>Smiths Medical</td>
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<td>Stericycle</td>
<td>Steris Corporation</td>
<td>Sysco North Dakota</td>
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<tr>
<td>Sysmex America, Inc.</td>
<td>Tandus</td>
<td>Trimline Medical Products (Choice)</td>
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<td>Universal Hospital Services</td>
<td>US Foodservice-GFG Division</td>
<td>Verizon Wireless</td>
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<tr>
<td>Warehouse Direct</td>
<td>West-Com Nurse Call Systems</td>
<td>Yes Distributing</td>
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