



August 20, 2010

Bobbie Camp  
National Accounts Manager  
HARTMANN USA  
481 Lakeshore Parkway  
Rock Hill, SC 29730

Dear HIGPA,

HARTMANN USA demonstrates its support of group purchasing organizations and the process in which we conduct business for the benefit of healthcare providers across the country.

Group purchasing organizations enable suppliers of all sizes and scope to work with hospitals, health systems and non-acute healthcare providers to meet their objectives of offering the highest level of quality care at the lowest price.

Group purchasing plays an important role in the US healthcare system by providing efficiencies to medical supply chains. GPOs have a significant impact on the marketing and movement of healthcare products in the US which translates into reductions in healthcare costs.

GPOs help organizations like ours promote the features and benefits of the products and services we offer. They also provide education about the value our products provide in clinical settings and highlight our efforts to reduce risk and increase safety.

Suppliers and GPOs work together as advocates for healthcare providers. And, as GPOs continue to improve their own operations and solutions, suppliers benefit from growth opportunities while healthcare facilities across the continuum of care benefit from improved margins as a result of working with a GPO.

Sincerely,

Bobbie Camp  
HARTMANN USA