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Compass Health Chooses NDC Homecare for Its New Preferred Vendor Partnership to Bolster Service to the Midwest

Partnership will provide lower freight minimums and next-day delivery to Midwest HME Dealers

Cleveland, Ohio, July 2, 2018 – Compass Health is pleased to announce it has entered into a Preferred Vendor Partnership with NDC Homecare, a leading regional distributor to HME Dealers located in the Midwest (AR, IA, KS, MO, NE, OK). The partnership will provide HME dealers with next-day delivery, lower freight minimums and will-call service, which historically have not been offered due to the dealer’s location relative to Compass Health’s distribution centers.

With the partnership, NDC customers will now have access to a broader range of Compass Health products they have been asking for (*Mobility, Bath Safety, Personal Care, Patient Room, Pressure Prevention, Respiratory, CPAP and Electrotherapy*) all housed at NDC Homecare’s distribution facilities in both Conway, Arkansas and Kansas City, Kansas, and in turn, get the level of service they expect.

“We are pleased to be partnering with NDC Homecare. We have been exploring ways to improve our level of service to HME dealers that are not strategically located near one of our distribution centers,” says Compass Health’s Senior Vice President of HME Gregory Zenko. “This partnership is a win-win for all – Compass Health, NDC Homecare and the smaller HME dealer who historically couldn’t meet the freight minimum required for next day delivery because of location.”

“This is an exciting program for all of us at NDC Homecare,” commented Doug Harper, President of NDC Homecare. “We are privileged to have this opportunity to partner with Compass Health.”

Compass Health chose to partner with NDC Homecare because of their strong reputation for providing focused service to local market needs. NDC Homecare has evolved from the strategic combination of companies known for their logistics expertise, such as Dedicated Distribution, Preferred Medical and Healthcare Supply Solutions and has quickly become a leading regional distributor to the homecare industry.

For more information, HME dealers can call the NDC Homecare Sales Team at 800-325-8367 or visit www.dedicateddistribution.com and search “Compass” to view the list of products available to them.

About Compass Health Brands

Committed to improving lives, Compass Health® manufactures and distributes a broad range of innovative and high-quality homecare, rehabilitation, and pain management products designed to enable consumers to remain active, live independently, and enjoy life. The company markets its products to both professional and consumer sectors. Consumer brands include Carex®, AccuRelief™, Apex®, TheraLite™, Bed Buddy®, STRENGTHTAPE® and TheraMed® and are sold through drugstore chains, drug wholesalers, mass merchants, and grocery retailers. Professional brands include ProBasics™, Roscoe Medical®, Meridian Medical®, InTENSity®, and Richmar® and are sold through a professional independent dealer/distributor network. Learn more at www.compasshealthbrands.com.

About NDC Homecare, LLC

NDC Homecare, a division of NDC, Inc., is the partner of choice for the home healthcare provider. As a national full-line home health wholesaler, they provide DME and HME products and services across North America. NDC Homecare exclusively serves the home health market, ensuring that every decision made, every product provided, and every service offered is solely focused on the homecare professional. Learn more at www.ndc-homecare.com.

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