



July 30, 2010

To Whom It May Concern:

Williams Medical Company was established in 1978; although we have been around for 32 years, we believe that without the ability to offer National GPOs Contracted Pricing to participants, it would create an even more challenging business environment than already exist today.

We are a Small Business and a Vietnam Veteran Owned Company. We have 12 employees that work extremely hard every day to gain new business by offering potential customers the ability to purchase off of their affiliated GPO contracts which offers them savings on the niche items we stock for their convenience. We have had the privilege to partner with the National GPOs for the past 2 years, and in that short time, we have been able to service many of its members by offering tremendous savings on supplies; improving the hospital/pharmacy's overall efficiency of operations; as well as, improve the delivery of quality healthcare for the each **Patient** they serve.

In my experience, I have found that working with the National GPO's creates a 'win-win' environment for all parties involved; all caregivers and medical manufactures benefit as a result, but most of all the 'patient' wins. The patients are receiving the best care that money can buy as a result of what we do. It is my strong belief that as a result of all manufactures having the equal opportunity and ability to present their products to the market place simultaneously to the GPOs. The GPOs will select the contracted price and then share the information with ALL caregiver members; big or small. They each have the equal opportunity to take advantage of the savings. With GPOs contract the patient wins, what can be better than that?

Contracted pricing through the GPO's are not a mandatory contract, but rather a contract which each member has the ability to choose to buy from or not, and choice is what America is all about. Williams is just too small to do this on their own; without the GPOs Diversity Programs, their members would not even know who Williams Medical Company is.

We feel any restrictive legislation affecting GPOs would be damaging to the healthcare industry, but more importantly the patient. Any change to the operations of the GPOs at this time is a step in the wrong direction and would hurt the Diversity Companies; this is not good for America.

Sincerely,

Lewis

Lewis P. Archibeck  
Vice President, Strategic Alliances  
Williams Medical Company