



Company Description

For 18 years Primus Medical has been a leading provider of innovative products for fall prevention and wound care. With expanded manufacturing capabilities in 2009, Primus Medical customers have benefitted from an expanded range of cost-effective, high quality options of beds, bariatric, lifts, and injury mitigating/fall prevention monitoring systems.

Our focus is on providing the best customer service and products available to serve the needs of your residents and staff. Every product we offer must excel in resident comfort and dignity, be easy to use and be cost-effective. Our recent new product successes include PrimePlus Bariatric's line and PrimCare TL500 High/Low bed. We continue to offer unique programs that reduce or eliminate rental costs for Bariatrics, Mattresses, and Beds.

In 2010 we established offices throughout the United States and strategic partnerships in Canada and Europe to help us better service the needs of your residents and staff.

Providers such as Christian Homes, Grane Healthcare, and Life Care Centers trust Primus Medical to meet their needs.

Geographic Area Served: U.S. & Canada

Segments Served: SNF

2010/2011 Product & Service Innovations

- **PrimePlus Bariatric Management:** We have launched an A-Z cost-effective product line to help manage your bariatric equipment needs.
- **Injury Mitigation:** Our ground breaking program has been independently validated to reduce and mitigate injury.
- **PUP:** Primus Utilization Program tracks rental equipment in use by residents/patients and periodically re-evaluates the needs of the resident/patient to improve outcomes.

Suggested Consultative Discussions

- **Best Practice Advice on Reducing Costs for Bariatric Equipment:** We'll share with you how our best customers have decreased rental costs of bariatric equipment.
- **Injury Mitigation Benchmarking:** We'll share with you independent testing data of our injury mitigation floor mat.
- **Future of Bed Selection:** We can tell you with proper selection of equipment how we can reduce 95% of equipment needs.



Mark Shaw
President
mshaw@



Dan Halas
National Sales Manager
dhalas@



Layla Morris
Clinical Sales & Support
lmmorris@