

NorthWest Supply, Inc. Announces Expansion of Warehouse Facility *Move Increases Quantity and Variety of Pre-Owned Medical Equipment Inventory*

Washington State based NorthWest Supply, Inc. recently announced a major expansion of its warehouse in Marysville, WA.

According to company President, Tim Richards, the expansion was done to increase the quantity and variety of its pre-owned medical equipment inventory. Richards said, "As our business has grown we've found the need to offer more options to our customers. Medical clinics, surgery centers, hospitals and scientific laboratories have found they can save well over 50% by buying pre-owned equipment from us and we want to continue to meet their needs."

NorthWest Supply was started by Tim Richards in 1996. Over the years the company has earned a reputation for superior customer service as well as low prices. "Most of our customers have found pre-owned equipment to be equivalent to new and the difference in price is significant. However, we don't distinguish ourselves on price alone. We strive to make our customer service the best in the industry," according to Richards.

In evidence of their superior customer service are the four "Top 100" DOTmed awards the company received from 2006 through 2009. DOTmed is a prime web portal for medical equipment dealers. The "Top 100" award is given annually to the 100 organizations that exemplify superior customer service as rated by their peers. Richards said, "To be rated this highly by our peers is quite an honor and one we don't take lightly."

Most NorthWest Supply customers, such as Virginia Mason Medical Center, Stevens Hospital and The Everett Clinic are based in the Pacific Northwest. Purchasing is easy and personal. Richards explained the process, "Customers can call or email if they need help locating an item or visit our web site at www.nwsmedical.com where all inventory is posted, complete with pictures, descriptions and pricing. A powerful search engine lets users quickly search by key words. Most items come with warranties. Once ordered we ship the product and customers have five days from receipt to inspect and return for re-

fund if not satisfied.

Larger provider organizations, particularly hospitals, are continually replacing equipment which produces a regular out-flow of surplus items. NorthWest Supply provides a one-call solution for managing these retired assets. Richards said, "We handle everything from de-installation of imaging suites and warehouse cleanup to sales, donations, recycling and disposal of unsalable equipment."

Using their proprietary inventory management software, NorthWest Supply provides clients with accurate, monthly reports tracking all managed assets. Providers gain access to NorthWest Supply's strong customer base, receive better return on sales than traditional liquidation and the assurance that disposed items will be handled in an environmentally responsible manner.

To learn more about NorthWest Supply contact Ron de Ru or Tim Richards at 1-888-649-6497 or by email at ron@nwsmedical.com or tim@nwsmedical.com.



Company Snapshot

Description	Company Information
Key Executives	Tim Richards, President; Ron de Ru, Vice President of Sales
Service Area	The Pacific Northwest
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