



Medline Corporate Fact Sheet

Corporate Overview

Medline is a healthcare company: a manufacturer, distributor and solutions provider focused on improving the overall operating performance of healthcare. Medline works with both the country's largest healthcare systems and independent facilities across the continuum of care to provide the clinical and supply chain resources required for long-term financial viability in delivering high quality care. With the size of one of the country's largest companies and the agility of a family-owned business, Medline is able to invest in its customers and communities for the long-term and rapidly respond with customized solutions.

History

Founded in 1966, Medline's roots date back to 1910 when A.L. Mills, the great grandfather of the current owners, started sewing butcher's aprons in Chicago. He was approached by nuns from a nearby hospital who worked as both nurses and seamstresses who asked his help with the sewing of the surgeons' gowns and nurse's uniforms. Medline continues to be the leading supplier of gowns and scrubs to the healthcare industry.

Medline manufactures and distributes more than 550,000 medical devices and support services through more than 2,000 direct sales representatives who are dedicated points of contact for customers across the continuum of care, including hospitals, nursing homes, surgery centers, physician offices, home care dealers, home health agencies and retail outlets.

Leadership

Family owned since 1910, Medline is managed by the fourth generation of the Mills family: Charlie Mills, chief executive officer; Andy Mills, president; and Jim Abrams, chief operating officer. All assumed management in 1997.

Company Highlights:

- \$13.9 billion in overall sales in 2019; 54 consecutive years of sales growth
 - Company grew over \$2 billion in 2019
- Headquartered in Northfield, Illinois, Medline employs more than 26,000 employees worldwide and conducts business in more than 90 countries
- Medline is now the primary distributor at nine of the top 21 hospitals listed on the [U.S. News & World Report's 2019-20 Best Hospital Honor Roll](#). We also have a strategic distribution relationship with 61 of the top 150 IDNs according to Definitive Healthcare data.
- Distributes approximately 550,000 medical products from 50 distribution centers across North America
- Operates 26 different product divisions to serve entire continuum of care including:

Advanced Wound Care
Anesthesia
Central Sterile
Diagnostics
EVS
Equipment & Furnishings
Exam Gloves
Foot & Ankle
Incontinence

Infection Prevention
Lab Supplies
Nursing Supplies
Nutrition
Minor Procedure Kits
OR/Surgery
Protective Apparel
ReadyCare
Respiratory

Skin Care
Sterile Procedure Trays
Surgeon's Gloves
Textiles
Therapy & Rehab
Urology & Ostomy
Vascular Access
Wound Care

- 22 manufacturing facilities in the U.S. spanning incontinence products, lotions, infection prevention products, patient plastics, raw materials and OTCs

Operations

- 45 distribution centers with over 20 million square feet of space
 - Plans to add more than 10 million square feet in warehouse space in next four years
- Own and operate more than 1,000 MedTrans trucks
 - 73% of U.S. sales are transported on those trucks, which drove more than 46 million miles in 2019
- Medline does business in more than 90 countries

A Great Place to Work

- Chicago Tribune's "Top Work Places" eight out of the last nine years
- 2019 Becker's "150 Best Places to Work In Healthcare"
- Chicago's 2012 "101 Best and Brightest Companies to Work For" by the National Association for Business Resources
- 2012 Illinois Family Business of the Year by the Family Business Center at Loyola University Chicago's Quinlan School of Business
- Free 24/7 onsite fitness center with state-of-the-art equipment, TVs, showers, towel service
- Mile-long nature walking path around headquarter campus
- Discounted healthy meal options with nutritional information
- Fresh fruit, filtered water in refreshment centers on every floor
- Free onsite mammograms

Commitment to Community and Environment

- Since 2014, we have diverted 3.1 million pounds of devices from the landfill and reprocessed 18.2 million instruments through our ReNewal Reprocessing program
- Novation Environmental Excellence Leadership Award
- Practice Greenhealth Champion for Change Award
- Restoring more than two acres of land into native prairie – an endangered but important ecosystem, which improves soil and water quality, prevents erosion and flooding, and provides habitat for insects and birds.
- Organic garden at the corporate campus is planted and harvested by and for employees
- All new facilities built to LEED certification standards (focusing on water & energy savings, and reducing CO2 emissions)
- Medline currently has seven distribution centers and two office buildings that have achieved LEED certification
- Greensmart™ program helps hospitals implement successful green initiatives through products, services and education
- Donate needed medical supplies to local and global organizations and disaster relief