



Medline Corporate Fact Sheet

Corporate Overview

- Medline is a global manufacturer and distributor serving the healthcare industry with medical supplies and clinical solutions that help customers achieve both clinical and financial success.
- 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 soon approached by nuns from a nearby hospital who worked as both nurses and seamstresses. He offered to help them with the sewing of the surgeons' gowns and nurse's uniforms so they could spend more time caring for patients. Medline continues to be the leading supplier of gowns and scrubs to the healthcare industry.
- Headquartered in Northfield, Ill., Medline manufactures and distributes more than 550,000 medical devices and support services through more than 1,600 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.
- As a leading provider of medical and surgical supplies, Medline's products and programs are found in thousands of U.S. hospitals, including world-renowned facilities and health systems like Mt. Sinai Hospital in New York City, the Cleveland Clinic, Scripps Health, Mayo Clinic, University of Maryland, University Pittsburgh and Children's Hospital of Los Angeles.
- Medline is also the leading provider of medical supplies to the nursing home industry, servicing more than 10,000 facilities in the United States.

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.

Key Facts

- Reached \$10.2 billion in sales in 2017
- Ranked No. 32 on the Forbes 2017 list of largest privately held companies in America
- More than 18,000 employees worldwide with operations in more than 25 countries

Operations

- Fifty distribution centers in North America and a total of 60 worldwide
- In 2001, we had only 22 MedTrans trucks. Today, we have more than 500. Sixty percent of our U.S. sales are transported on those trucks, which drove more than 21 million miles in 2015 alone.
- Medline does business in more than 90 countries

A History of Innovation

- 1940s – Developed colored surgeons gowns to decrease eye strain for surgeons and OR staff
- 1970s – Offered the industry’s first consignment supply management program
- 1999 – Introduced Aloetouch® exam gloves, the first gloves coated with aloe to soothe and protect hands
- 2003 – Acquired Maxxim Medical, a leader in surgical procedure trays and surgeon’s gloves
- 2008 – Acquired Guardian, a leading supplier of durable medical equipment
- 2007 – Acquired Curad® brand and expanded it to the acute care and long-term care markets
- 2009 – Designed industry’s first one-layer Foley-catheter tray to reduce the risk of infection
- 2011 – Acquired CareFusion, expanding the company’s growing leadership in providing OR supplies into 16 new countries
- 2012 – Received Chicago Innovation Award for BioMask, the first-ever FDA cleared antimicrobial facemask

A Great Place to Work

- Named one of Chicago Tribune’s 2017 “Top Work Places”
- Named one of the nation’s 2012 “Best and Brightest Companies to Work for”
- Named one of Chicago’s 2012 “101 Best and Brightest Companies to Work For”
- Named to Becker’s “150 Best Places to Work In Healthcare”
- Named 2012 Illinois Family Business of the Year
- 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

- 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