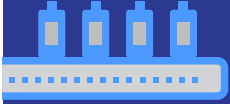




# North American **Manufacturing Expansion** Press Kit Contents

Company  
**Information** 

Corporate  
**Fact sheet**  


**Manufacturing**  
by the numbers  


Healthcare providers that  
are committed to  
**Buying American** 

Company  
**Announcements** 

Georgia facility  
to produce  
**Face Masks**  



Ramping up  
manufacturing  
in Wisconsin  
**hand  
sanitizer** 

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Multimedia  
**Assets** 

A look into Medline's  
North American  
**Manufacturing**  


A look into Medline's  
hand sanitizer  
**Production**  


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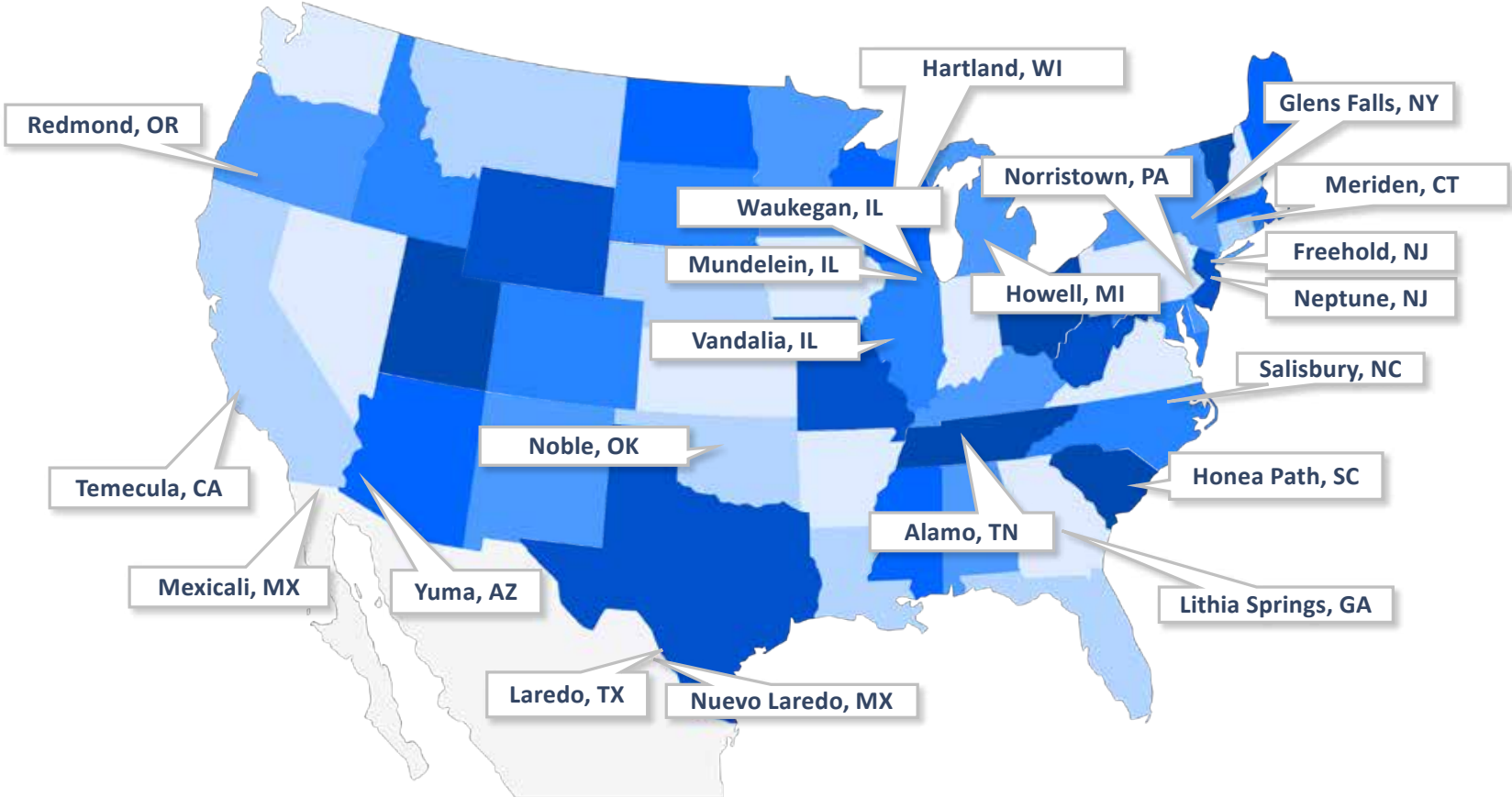
## About Us

Medline is a healthcare company: a manufacturer, distributor and solutions provider focused on improving the overall operating performance of healthcare. For more than 50 years, Medline has worked 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.

As the largest privately-owned medical supply and manufacturing company in the United States, the company continues to play a central role in supplying our country's healthcare systems, with a growing network of 20+ manufacturing facilities that produce 80,000+ Medline-manufactured products addressing medical, surgical and laboratory needs.

Headquartered in Northfield, Ill., Medline has 27,000+ employees worldwide, a fleet of more than 1,000 trucks and does business in over 90 countries. Learn more about Medline at [www.medline.com](http://www.medline.com).

# Domestic Manufacturing





# These Healthcare Providers are Buying American

Committed Members of Medline's North American Manufacturing Expansion of Facemasks





# Corporate Fact Sheet

**27,000+**  
Employees worldwide

**45**  
distribution centers  
across North America

**20+**  
U.S. manufacturing sites

**550,000**  
products to meet every need

**50+ years**  
of consecutive growth

**5,200+**  
New positions  
staffed since 2014

**60+**  
Prime Vendor  
relationships  
of the largest  
150 healthcare  
systems  
nationwide

**#27 Forbes**  
on the Forbes 2019  
list of America's  
largest private  
companies

**90+**  
countries  
where we  
do business

**100+**  
Years serving  
the healthcare  
industry



# Manufacturing Fact Sheet

**20+**  
Manufacturing facilities

An icon showing four white bottles with grey caps on a grey production line with a white track.

**1968**  
Opened first  
manufacturing  
facility

An icon of a grey map with a white location pin and a white building icon on top of the pin.

**9,000+**  
Manufacturing  
employees across  
North America

An icon of a worker in a grey uniform and cap carrying a stack of three grey boxes.

**80,000+**  
Medline  
manufactures  
medical and  
surgical  
products

An icon of a surgical instrument, possibly a scalpel or forceps, with a dark handle and a silver blade, surrounded by four small white stars.

Lithia Springs – Medline’s largest  
U.S. manufacturing facility

makes **35,000** cases  
of incontinence products per day

An icon of a grid of 15 teal-colored product cases arranged in three rows of five.



## Medline Expands Manufacturing in North America to Meet Demand for Face Masks

Initiative adds PPE to Georgia manufacturing facility | Northfield, Ill, Nov. 18, 2020

[Medline](#) today announced plans to manufacture face masks in North America for the first time. The company is modifying its Lithia Springs, Ga. plant and anticipates production on level-1 ear loop procedure masks will begin in January, with an anticipated second production line launching later in 2021. When the two lines are fully operational, Medline estimates it will produce 36 million face masks per month.

"Throughout the pandemic, Medline has been laser-focused on implementing new ideas to combat the national shortage of medical supplies. In particular, our customers have a critical need for readily available face masks. This is a significant capital investment in one of our largest manufacturing facilities that will increase the number of face masks Medline can offer to healthcare facilities and diversifies our PPE supply chain," said Charlie Mills, Medline Chief Executive Officer.

More than 30 healthcare providers spanning hospital systems, skilled nursing facilities and homecare providers already have raised their hand to purchase the made-in-America face masks as part of Medline's North American Manufacturing Expansion initiative, including Bon Secours Mercy Health, University of Washington Medicine, NorthShore University HealthSystem, Geisinger, Encompass Health, Wisconsin Illinois Senior Housing and CVS Pharmacy.

"In order to provide whole-person care to everyone who trusts us for their health care needs, it is crucial that our more than 80,000 team members have access to critical PPE at all times," says Marisa Farabaugh, SVP and Chief Supply Chain Officer, AdventHealth. "This expansion marks an important step in domestic manufacturing within the healthcare supply chain to ensure future resiliency and improves our ability to keep our providers, team members and patients safe."

This is the second manufacturing expansion by Medline in the U.S. in 2020. In April, the company launched hand sanitizer production at its Hartland, Wis. plant to help meet a nationwide shortage. Medline redeployed manufacturing capabilities in that facility to produce the 80 percent ethyl alcohol-based hand sanitizer and retrofitted one of its production rooms for the new product. The company also shifted manufacturing focus in its Meriden, Conn. plant to manufacture alcohol gel packets during the height of the shortages.

The Lithia Springs, Ga. location originally opened in 2011 and expanded in 2018. Currently, it produces incontinence products, including adult briefs, baby diapers, underpads and other products used in personal care and will continue to do so after the upcoming expansion. The plant currently employs 420 team members and will add 40 more employees to work on the new face mask lines.

### New initiative supports Medline's North American growth

The Medline expansion in Lithia Springs enhances its already robust North American manufacturing footprint. The company has 20-plus manufacturing facilities currently producing lotions, infection prevention products, patient plastics, textiles, raw materials and incontinence products.

The latest expansion in Georgia was made possible in part by a \$6 million contract awarded to Medline by the U.S. [Department of Defense](#) to increase domestic production capability for face masks.

Added Mills, "Investing in customer needs is at the heart of our company's philosophy. Our manufacturing capabilities are part of our DNA and go back to the origination of Medline as a company. Behind it all, of course, are our employees who have worked tirelessly to help healthcare work through this unusual year. We are gratified our planning allows us to add manufacturing capacity and help hospitals, nursing homes and physician offices even more quickly."

To learn more about Medline's face mask manufacturing initiative, visit the [Medline manufacturing expansion video](#). Learn more about Medline's supply chain expertise at <https://www.medline.com/pages/about-us/supply-chain-expertise/>.



## 200,000 Bottles of Hand Sanitizer Produced at Medline Plant Heading to Healthcare Workers

Wisconsin-based plant ramping up production to 400,000 bottles per week to help meet nationwide shortage  
By Medline Newsroom Staff | April 20, 2020

Northfield, Ill. Medline shipped its first lot of critically needed alcohol-based hand sanitizer from its Hartland, Wis. manufacturing facility to healthcare customers across the country on April 13. Production was up and running just three weeks after the company made the decision to begin making the new product – at the point when the nationwide supply of hand sanitizer was beginning to rapidly diminish. Already, the facility is outpacing early production estimates.

“We’ll continue producing 200,000 bottles per week and quickly ramp that up to 400,000 bottles in the next two weeks,” says Greg Hamberg, senior director of manufacturing operations at the Medline plant in Hartland.

About 120 employees work at the facility, and Hamberg says they are prepared to bring on additional employees if necessary to keep up with demand.

“When the opportunity came up for us to produce a product that’s in such high demand, all our employees really stepped up. They kept asking how they could help. We’re all very proud of what we’re doing here,” Hamberg says.

### Expanding Capabilities

Medline freed up space to produce the 80 percent ethyl alcohol-based hand sanitizer by redeploying production of other products to other areas of the plant and retrofitting one of their production rooms to be able to produce the new product.

The accelerated conversion required dozens of people to implement extensive equipment upgrades and additions to meet strict safety standards for manufacturing the highly flammable product.

Supplies are shipping to Medline distribution centers across the United States. From there, they are delivered directly to customers in hospitals, nursing homes, first responders and other healthcare settings on the frontlines of the COVID-19 pandemic.

In addition to the hand sanitizer, the Hartland plant is continuing production of all its other healthcare products including lubricating jellies, sterile saline flush syringes, over the counter pill bottling, chlorhexidine gluconate (CHG) and povidone iodine (PVP). The facility also produces shampoos and body washes.

### Increasing Supply

Another Medline plant in Meriden, Conn., has ramped up production of its 1.5 mL packets of 62 percent ethyl alcohol gel-based hand sanitizer from their historical 200,000 packets per month to 4,000,000 packets per month for April and May, according to Russ Blakeslee, director of manufacturing.

That plant was also converted in the past few weeks to produce the same hand sanitizer in bulk sizes. The first 50-gallon drums shipped earlier this month, and mass production of one-gallon bottles begins next week with shipment slated for the end of April.

Read more about Medline’s unique infrastructure and flexibility to meet demand.





# Multimedia Assets

Please click on the images to watch the videos

Georgia facility to produce  
**Face Masks**

A white icon of a standard three-layered surgical face mask with ear loops, centered on a blue background.

Ramping up manufacturing in Wisconsin  
**hand sanitizer**

A white icon of a hand sanitizer bottle with a pump dispenser, centered on a blue background.