



IPS Vaccine Member Update

SANOFI PASTEUR'S *NEW* FLUZONE INTRADERMAL VACCINE IS NOW AVAILABLE FOR BOOKING

Integrated
Physician
Solutions
(IPS)

Sanofi Pasteur's *NEW Fluzone Intradermal Vaccine* is now available for booking.

888-440-4772

Fluzone Intradermal Vaccine features a microinjection needle that is **90%** shorter than needles for other flu vaccines!

August, 2011

Fluzone Intradermal Vaccine is targeted to your patients **ages 18-64**.

vaccines.ips-usa.com

FOR YOUR SENIOR PATIENTS

Reserve **Sanofi's Fluzone High-Dose Vaccine** for your patients **ages 65 and older**.

Go on line now at www.vaccineshoppe.com to reserve your doses of **Sanofi's *NEW* Fluzone**

Intradermal Vaccine and

Fluzone High-Dose Vaccine plus

Earn an additional 2% discount off your **Fluzone** and **Fluzone High-Dose Vaccines** when you receive **20%** or more of your doses in **Fluzone High-Dose** and/or

Fluzone Intradermal Vaccines!



NEWS FLASH FROM MERCK AND IPS
RECOMBIVAX HB ADULT FORMULATION IS BACK!

Effective **August 1, 2011**,
Recombivax HB (adult) will be available for order.

PLUS

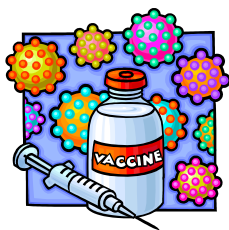
IPS members will receive an additional **2%** discount off
Recombivax HB (adult) for all orders placed from
August 1 - September 30, 2011.

That's in addition to our low **IPS** discount pricing!

Merck's Rotateq Has A New Larger Presentation
Available August 1, 2011

IPS members will now be able to purchase **Rotateq** in a larger
package of **25 single dose 2mL tubes.**

The original package of **10 2mL tubes** will continue to be
available for purchase.



MAKE ROOM IN YOUR FRIG

Sanofi Pasteur's Fluzone Vaccine is Shipping Now!

Making the Most of your FLU CLINICS

Your **Flu Clinic** is a perfect time to make sure your patients are also protected against pneumococcal disease with **Merck's Pneumovax23**.

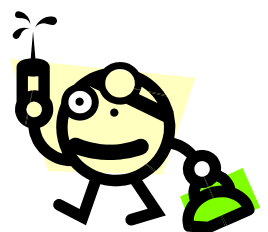
Did you know that pneumococcal infection is a leading cause of death throughout the world and a major cause of pneumonia, bacteremia, meningitis, and otitis media? Protect your patients with **Pneumovax23**.

The ACIP^a states that pneumococcal vaccine may be administered to patients at the same time as influenza vaccine (by separate injection in the other arm) without an increase in side effects or decreased antibody response to either vaccine.

Make sure your patients are protected against flu AND pneumococcal infection.

Flu Clinic is the perfect opportunity to ensure all your patients' vaccinations are current and up to date, including Merck's Zostavax to help prevent shingles and Sanofi Pasteur's Adacel to help prevent tetanus, diphtheria and pertussis.

^aACIP = Advisory Committee on Immunization Practices.



**Tdap does not just Affect Infants.
Are You Helping to Prevent the Spread of Tdap
in Families?
Vaccinate Parents and other Family Members with
Sanofi Pasteur's Adacel**

Your office plays a vital role in protecting families against pertussis.

Studies estimate that up to **3.3 million cases** of pertussis occur each year in the United States among adults and adolescents.¹ Unfortunately, parents and other family members with pertussis can easily pass the disease to vulnerable infants. **By routinely immunizing adults and adolescents 11 through 64 years of age with Adacel vaccine, you help prevent the spread of pertussis to vulnerable infants.**

Help educate families by routinely discussing the need for **Tdap^b** vaccine with parents of vulnerable infants in your practice and encouraging them and other key contacts to be vaccinated.

Adacel vaccine is indicated for active booster immunization for the prevention of tetanus, diphtheria, and pertussis as a single dose in persons **11 through 64 years of age.**

Make Tdap status a routine part of your patient screening process.

Suggestions for easy implementation of routine Tdap immunization in your practice:

1. Add **Tdap** vaccination status to paper or electronic medical record (EMR) and/or vitals checklist.
2. Add a question to intake form asking patients if they have contact with an infant under 12 months of age.
3. Ask the medical assistant or nurse to inquire about **Tdap** immunization status.
4. Use chart stickers to easily keep track of each patient's immunization status.

Additional ideas to optimize your immunization efforts:

1. Use WellConnect™ to contact all parents of children under 12 months of age.
2. Add information about **Tdap** to your office's "on-hold" message.
3. Offer **Tdap** immunization when you administer influenza vaccine.
4. Ensure members of your staff are immunized with **Tdap** vaccine.



¹ Sanofi Pasteur

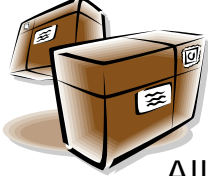
^bTdap = Tetanus, diphtheria, and acellular pertussis.

Merck's Zostavax is Shipping!

One Single Dose Vial Package:

All orders through **6/3/11** for **(1) single dose vials** have shipped.

Orders placed from **6/6/11 through July** will ship in **August and September**.



10 Single Dose Vials Package:

All orders through **5/18/11** for **(10) single dose vials** have shipped.

Orders placed from **5/19/11 through July** will ship in **August and September**.

Remember to vaccinate your patients **age 50 and over** with **Zostavax**.

Merck's Outreach Program for Vaccine Series Completion

Do you know if your patients have received all the required shots when receiving a vaccine that requires a multi-dose series? If they haven't, they may not be **FULLY** protected against that disease. With **Merck's Outreach Program for Vaccine Series Completion**, you can help ensure that your patients are returning to your office to receive the full complement of immunizations in the multi-dose series.

It's Easy:

Merck will provide postage-prepaid postcards ("**Mail Reminders**") or arrange recorded telephone reminder calls ("**Call Reminders**") on behalf of enrolled practices.

The reminder cards/calls can be for any vaccine (not just those manufactured by **Merck**) for those patients you have identified who have started but not yet completed a vaccine series.

The program is at no cost to IPS members - and is fully paid for by Merck.

Contact your **Merck** representative or go to www.vaccineoutreach.com to enroll in this valuable program.



Sales Offers

Offer Ends August 28, 2011

Prices are subject to change without prior notification^a

IPS
Contract
Member
Pricing

WE CARRY THE PRODUCTS YOU USE EVERYDAY AT GREAT LOW PRICES!

Manufacturer	Item #	Product Name	Description / Unit of Sale	Qty	Monthly Highlights
SYRINGES & NEEDLES					
BD	305762	BD™ Eclipse™ Needles	23 Gauge x 1 in., 100/Box	1+	\$20.00
BD	305763	BD Eclipse Needles	22 Gauge x 1 1/2 in., 100/Box	1+	\$20.00
BD	305761	BD Eclipse Needles	25 Gauge x 1 in., 100/Box	1+	\$20.00
BD	305767	BD Eclipse Needles	25 Gauge x 1 1/2 in., 100/Box	1+	\$20.00
BD	305781	BD Eclipse Needle and Syringe	3mL BD Luer-Lok™ Syringe with Detachable Needle, 25 Gauge x 5/8 in., 50/Box	1+	\$12.30
BD	305782	BD Eclipse Needle and Syringe	3mL BD Luer-Lok Syringe with Detachable Needle, 23 Gauge x 1 in., 50/Box	1+	\$12.30
BD	305903	BD SafetyGlide™ Syringe with Detachable Needle	1mL Syringe with BD SafetyGlide Needle, 25 Gauge x 5/8 in., 50/Box	1+	\$18.57
BD	305904	BD SafetyGlide Syringe with Detachable Needle	3mL Syringe with BD SafetyGlide Needle, 25 Gauge x 5/8 in., 50/Box	1+	\$17.22
BD	305905	BD SafetyGlide Syringe with Detachable Needle	3mL Syringe with BD SafetyGlide Needle, 23 Gauge x 1 in., 50/Box	1+	\$17.22
EXAM ROOM PRODUCTS					
Graham	GRA260	EnduroWear® Examination Gown	Extra Large 36 inches x 45 inches, Blue, Sewn Shoulders, Neck Tie and Waist Tie, Scrim-reinforced Tissue, 25/Case	1+	\$40.64
Graham	GRA221	Examination Gown	30 inches x 42 inches, White, 3-Ply Tissue, 50/Case	1+	\$16.15
Graham	GRA229	Examination Gown	30 inches x 42 inches, Blue, Tissue/Poly/Tissue, 50/Case	1+	\$19.80
Graham	GRA243	Examination Gown	30 inches x 42 inches, Mauve, Tissue/Poly/Tissue, 50/Case	1+	\$22.20
Kimberly-Clark	KCH52817	KC100 Lavender® Nitrile	Small, 250/Box	1+	\$14.88
Kimberly-Clark	KCH52818	KC100 Lavender Nitrile	Medium, 250/Box	1+	\$14.88
Kimberly-Clark	KCH52819	KC100 Lavender Nitrile	Large, 250/Box	1+	\$14.88
Kimberly-Clark	KCC21400	KLEENEX® Facial Tissue	8.4 inches x 8.6 inches, 100 Sheets/Box, 36 Boxes/Case	1+	\$48.43
Kimberly-Clark	KCC03076	KLEENEX Facial Tissue	8.4 inches x 8.6 inches, 125 Sheets/Box, 12 Boxes/Case	1+	\$20.48
Kimberly-Clark	KCC21606	KLEENEX Facial Tissue	8.4 inches x 8.6 inches, 125 Sheets/Box, 48 Boxes/Case	1+	\$71.32
Reckitt Benckiser	SUL95717	Lysol® Brand I.C.™ Antimicrobial Soap	17.5 ounce Pump Bottle	1+	\$5.85
Reckitt Benckiser	SUL95029	Lysol Brand I.C. Disinfectant Spray	19 ounce Aerosol Can	1+	\$6.90
Reckitt Benckiser	SUL95524	Lysol Brand I.C. Foaming Disinfectant Cleaner	24 ounce Aerosol Can	1+	\$3.15
Ansell	ANS3200	Micro-Touch® NextStep™	Extra Small, 100/Box	1+	\$6.69
Ansell	ANS3201	Micro-Touch NextStep	Small, 100/Box	1+	\$6.69
Ansell	ANS3202	Micro-Touch NextStep	Medium, 100/Box	1+	\$6.69
Ansell	ANS3203	Micro-Touch NextStep	Large, 100/Box	1+	\$6.69

BD Luer-Lok is a trademark of Becton, Dickinson and Company

^a See Page 2 for Terms and Conditions of Sale on products and pricing.

Manufacturer	Item #	Product Name	Description / Unit of Sale	Qty	Monthly Highlights
EXAM ROOM PRODUCTS (CONTINUED)					
Ansell	ANS3204	Micro-Touch NextStep	Extra Large, 80/Box	1+	\$6.69
PDI	PDID08472	Sani-Cloth® HB	Large, 6 inches x 6 3/4 inches, 160 Wipes/Canister	1+	\$5.62
PDI	PDID43600	Sani-Hands® ALC Antimicrobial Alcohol Hand Wipes	Individual Packets, 5 inches x 8 inches, 100 Wipes/Box	1+	\$3.85
PDI	PDIP13472	Sani-Hands ALC Antimicrobial Alcohol Hand Wipes	Medium, 6 inches x 7 1/2 inches, 135 Wipes/Canister]	1+	\$4.56
PDI	PDIP32472	Sani-Hands® for Kids	Medium Canister, 6 inches x 7.5 inches, 135/Canister	1+	\$4.56
PDI	PDIP21784	Sani-Hands for Kids	Large Canister, 6 inches x 7.5 inches, 220/Canister	1+	\$6.63
Graham	GRA37235	Tiny Tracks® Pediatric Exam Gown	20 inches x 36 inches, Tissue/Poly/Tissue, 50/Case	1+	\$23.36
Diagnostic Test Group	CLDTG-UABC	Clarity Urocheck 120 Bar Code Reader	Clarity Barcode Reader with integrated splitter cable (For use with CLDTG-UAM) to scan in the patient (ID) barcode numbers on the specimen containers, 1/Box	1+	\$204.49
Diagnostic Test Group	CLDTG-UAM	Clarity Urocheck 120 Urine Analyzer	Urocheck 120 Urine Analyzer, 1 Each	1+	\$576.96
Diagnostic Test Group	CLDTG-UAPPR	Clarity Urocheck 120 Urine Analyzer	Analyzer Paper, 4 Rolls/Pack	1+	\$14.39
Diagnostic Test Group	CLDTG-UHCTLS	Clarity Urocheck 120 Urine Analyzer	Controls, 1 Each	1+	\$35.03
Diagnostic Test Group	CLDTG-UAPROMO	Clarity Urocheck 120 Urine Analyzer Promotion	Includes: 10 boxes of Clarity Urocheck 10SG and one Clarity Urocheck 120 Urine Analyzer	1+	\$405.14
DIAGNOSTIC EQUIPMENT					
Welch Allyn	WEL52432-U	524 Series Universal KleenSpec® Disposable Otoscope Specula	2.75mm, Disposable Tip, 850/Bag	1+	\$23.86
Welch Allyn	WEL52434-U	525 Series Universal KleenSpec Disposable Otoscope Specula	4.25mm, Adult Disposable Tip, 850/Bag	1+	\$23.86

Order online for additional savings at:

www.vaccineshoppe.com

VaccineShoppe.com®: **1-800-VACCINE (1-800-822-2463)**

- VaxServe offers 2% cash discounts on invoices paid within 90 days. Net is due 91 days from invoice date. • Additional savings of 1% when you place your order online.
- Prices and availability are subject to change without prior notification. • Prices include federal excise tax where applicable unless otherwise stated.
- All clerical, typographical, and printing errors are subject to correction. • The purchase of products is fulfilled by VaxServe®, Inc. and governed by the then current VaxServe, Inc. Terms and Conditions of Sale, which are available upon request or may be found at www.vaxserve.com.

Call Now
Offer Ends August 28, 2011

ACT: Now for Safety & Preparedness.

**Act now for a limited time offer from BD:
Get FREE boxes for every 6 boxes purchased...**

BD™ SafetyGlide™ Needles^a: Buy 6, Get 3 FREE
BD™ Eclipse™ Needles^a: Buy 6, Get 3 FREE
BD™ Integra™ Syringes^a: Buy 6, Get 2 FREE

BD Eclipse		Monthly Highlights ^b
305761	25 G x 1 in., 100/Box	\$20.00
305762	23 G x 1 in., 100/Box	\$20.00
305763	22 G x 1 1/2 in., 100/Box	\$20.00
305767	25 G x 1 1/2 in., 100/Box	\$20.00
305780	1mL Syringe w/ Needle, 25 G x 5/8 in., 50/Box	\$20.63
305781	3mL Syringe w/ Needle, 25 G x 5/8 in., 50/Box	\$12.30
305782	3mL Syringe w/ Needle, 23 G x 1 in., 50/Box	\$12.30
305787	3mL Syringe w/ Needle, 25 G x 1 in., 50/Box	\$12.30
BD Integra		
305269	3mL Syringe w/ Needle, 25 G x 5/8 in., 100/Box	\$58.43
305270	3mL Syringe w/ Needle, 25 G x 1 in., 100/Box	\$58.43
305271	3mL Syringe w/ Needle, 23 G x 1 in., 100/Box	\$58.43
BD SafetyGlide		
305900	22 G x 1 1/2 in. Needle, 50/Box	\$14.84
305901	25 G x 5/8 in. Needle, 50/Box	\$14.84
305902	23 G x 1 in. Needle, 50/Box	\$14.84
305916	25 G x 1 in. Needle, 50/Box	\$14.84
305903	1mL Syringe w/ Needle, 25 G x 5/8 in., 50/Box	\$18.57
305904	3mL Syringe w/ Needle, 25 G x 5/8 in., 50/Box	\$17.22
305905	3mL Syringe w/ Needle, 23 G x 1 in., 50/Box	\$17.22

^aPromotion is limited to item numbers listed as purchased by non-acute care customers. The value of any rebates, discounts, incentives or product provided at no charge to customer may constitute a "discount or other reduction in price" under Section 1128B(b) (3)(A) of the Social Security Act [42 U.S.C. Sec. 1320a-7b(b)(3)(A)]. Customer shall satisfy any and all requirements imposed on buyers relating to discounts or reductions in price, including, when required by law, to disclose all discounts or other reductions in price received from BD and to accurately report under any state or federal health care program the net cost actually paid by customer. Free product must be the same product purchased between July 17, 2011 and October 31, 2011. If mixed product types are purchased (such as needle/syringe combos and needles only), free product will be the lesser-priced needles only type. Limited to 21 free boxes per customer and location. May not be used with any other discount, coupon or offer. BD reserves the right to rescind, revoke or amend this offer, without notice. Allow 4-6 weeks for delivery. Claim form available on VaccineShopper.com.

^bContract customers please call or log on for your pricing.

Offer valid July 17 to October 31, 2011.
Order online at www.vaccineshoppe.com or Call 1-800-VACCINE (1-800-822-2463).

Prices and availability are subject to change without prior notification. Prices include federal excise tax where applicable. The purchase of products are governed by the then current VaxServe®, Inc. Terms and Conditions of Sale, which are available upon request or may be found at www.vaxserve.com.