While many healthcare businesses have been experiencing operational challenges for over the past several months, the supply chain has been facing new pressures and changes as several factors related to COVID-19 have impacted PPE stock, pricing and shipments.

We have put together the following talking points to help you discuss these changes with your customers:

**Skyrocketing Demand**

Beyond the traditional medical and dental offices needing supply, PPE is in extreme demand by physical therapists, first responders and the general public.

**Limitations on Supply**

Shortages on raw materials and key components for gloves, masks, gowns, and diagnostic equipment have resulted in vast global demand and smaller allocations of available products.

**Freight Costs**

The rapid increase on per kilo costs, tariffs, shipping fees, and taxation have increased the delivery cost of containers of imported air freight items.

**Shipments & Backorder**

Varying work and travel restrictions have impacted most freight schedules, with some of the major carriers suspending delivery service guarantees. Simultaneously, unprecedented PPE demand has increased manufacturer lead times as much as 200% globally in the past 3 months.

**Non-Cancellable and Non-Returnable Items**

As with current industry standards and per many manufacturers and distributors, all PPE items are non-cancellable and non-returnable to ensure that adequate supply is available for healthcare professionals.
As a result, price increases have occurred without notice and have been immediate and passed on to accounts. There are many US suppliers that have held pricing — however, they are also experiencing pressure as they have increased production, with many working around the clock.

As your medical products supplier, we have worked to only pass on the price increases that we have incurred. Please know that with the limited supply to meet needs, we are working closely with manufacturers to secure future products to meet the needs of our customers.

Thank you for your consideration during these extraordinary circumstances — we value your partnership and are here to help you in any way we can.

Delivering Efficiency to Healthcare

Rocky Mountain Home Healthcare
616 Main Street
Alamosa, Colorado 81101
(719) 589-9417

Rocky Mountain Home Health Supplies
511 East Rainbow Blvd.
Salida, Colorado 81201
(719) 539-2396