

# NORFOLK & WAVENEY LOCAL MEDICAL COMMITTEE

Dr Ian Hume                      Chairman  
Dr Simon Lockett              Medical Secretary  
Mrs Susan Payne                Principal Executive Officer

Wymondham Medical Centre  
The Surgery, Postmill Close  
WYMONDHAM, Norfolk NR18 0RF  
Tel: 01953 608060 Fax: 01953 608061  
E-mail: [norfolklmc@btconnect.com](mailto:norfolklmc@btconnect.com)  
Website: [www.norfolklmc.org.uk](http://www.norfolklmc.org.uk)



July 2009

Dear Colleague

## FANTASTIC SAVINGS FOR LMC BUYING GROUP MEMBERS ON MEDICAL SUPPLIES AND CONSUMABLES FROM *MIDMEDS LIMITED* (INCLUDING *ROCIALLE* SINGLE-USE INSTRUMENTS)

The LMC Buying Group is delighted to be able to offer its practices superb savings on a comprehensive range of medical supplies and consumables, including single-use instruments supplied by **MidMeds** Limited.

We are confident that MidMeds offer a service that is as efficient and responsive as any other company practices may currently purchase from, while being considerably cheaper across the range of items practices regularly purchase.

The prices we are able to offer on single-use instruments are extremely competitive and exclusive to LMC Buying Groups in the LMC Buying Groups federation. These include remarkable savings on the price of single-use instruments thanks to a price support structure negotiated with *Rociale*, one of the country's leading instrument manufacturers. The quality of the instruments concerned, (all of which comply with the latest BSI and NHS standards), were evaluated by GPs and surgeons in the East Midlands, where they were felt to compare favourably with any available within the market, and entirely 'fit for purpose', whilst offering superb value for money.

The range of products on which these special prices have been produced was determined after detailed research by Procurement Consultants, *Burns Associates*, and the prices for the same have been rigorously checked against those available from other distributors, in the East Midlands and nationally.

We have done our best to ensure that the enclosed list \* of special prices covers all the medical supplies which practices are likely to want to purchase *on a regular basis*. However, if you find that an item which your practice buys regularly is not included, but is available on the MidMeds website at a non-discounted price, *please let us know* and we will endeavour to get a competitive price for you and ensure that it is added to the list for all to enjoy on a permanent basis. It would help if you could copy any such enquiries to Burns Associates by e-mailing: [gary@burns17.fsnet.co.uk](mailto:gary@burns17.fsnet.co.uk), leaving a telephone number on which you can be contacted.

We are so confident of being able to demonstrate savings on what practices would normally expect to pay for these items, that Burns Associates are offering to undertake, *free of charge*, a comparative cost analysis for any practice that requests it

Please study carefully the details of the special prices offered in the enclosed brochure.

You will be pleased to note that there is no delivery or carriage charge on orders from MidMeds. Although this is not conditional on a minimum monetary value, the Buying Group would urge all practices to try to order responsibly ie aggregate orders for bulk delivery where possible in order to a) make it cost-effective for the company and b) minimise the impact on the environment by limiting the number of times their vans have to take to the roads. The Buying Group will seek to intervene if any practice consistently orders in such small quantities that it make life difficult for our suppliers.

With best wishes for reduced costs and increase productivity for your practice.  
LMC BUYING GROUP

Enc

Note from Burns Associates – With regard to single-use instruments, the pricing reflects the collective strength of the Buying Group. Individual practices would be too small to command such pricing direct from the manufacturer. But, by opting for a sole exclusive distributor, the manufacturer's costs can be reduced and they can offer *price support* to the distributor, allowing them to pass on savings to the customer and, in our case, allow practices to benefit from the same level of savings, regardless of the quantity of goods they order.

\* Please visit <http://www.lmcbuyinggroups.co.uk/members/> for prices and to place an order.

*"representing all General Practitioners in Norfolk and Great Yarmouth & Waveney"*