



Reducing healthcare costs. Improving healthcare quality.

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Amerinet Honors 2008 Sales Achievers

St. Louis (March 16, 2009)- Amerinet, a leading national group purchasing organization, recently honored its 2008 sales leaders at the company's annual sales meeting in Orlando, Fla.

"These teams and individuals represent the best sales and contracting talent in our industry," said R.J. McNaughton, Amerinet's executive vice president of sales. "They are true leaders in our efforts to help members reduce costs and improve quality."

2008 sales highlights for Amerinet included \$550 million in new business, ten percent growth in national accounts and inside sales and the successful launch of the Business Development Team.

The following awards were presented to Amerinet's top sales performers during the meeting:

CEO Award: Karen Barrow, Jason Pitts, Patricia Klancer and Connie Clement

Inside Sales Account Manager of the Year: Raelene Stewart

National Specialist of the Year: Pete Bulger

National Sales Representative of the Year: Rich Stein

Sales Leader of the Year: Laura Nolan

Specialist Leader of the Year: Mike Reid

Affiliate of the Year: Health Resource Services

Affiliate Sales Representative of the Year: Donald Auguston

Rookie of the Year: Tom O'Bannon

President's Club: (Top 10 achievers, sales or fee budget)

Specialists

Ken McCully
Phil Hulen
Mike Merrigan

Sales

Tracy Stokes
Perry Keesecker
Harry Anderson
Rich Stein
Karen Thompson
Mike McGraw
Joe Genuardi

Inside Sales

Raelene Stewart

Sales Leader Club: (those achieving sales or fee budget)

Mike Reid	Lino Velarde
Rick Mooney	Mike McGraw
Ken McCully	Perry Keesecker
Marshall Busko	Steve Van Vleck
Jennifer Dietrich	Deb Susic
Pamela Ellis Heidelberg	Terry O'Toole
Raelene Stewart	Tom Zaritski
Helena Silvia	Joe Genuardi
Robin Van Dyke	Rich Stein
Tracy Stokes	Mike Stock
Karen Thompson	

Contracting:

Sales Growth Team Award: Executive Resources/Office Solution

Revenue Growth Team Award: Amerinet Choice

Sales Growth Individual: Maggie Graf

Revenue Dollar Growth - Individual: Chris Kozlowski

Revenue Percentage Growth - Individual: Kris Keck

Utilization Manager of the Year: Melody Esping

In addition to honoring the top sales performers of 2008, the sales meeting focused on reinforcing key initiatives and opportunities to enhance sales. Other highlights of the event included an Amerinet Choice tradeshow, hands-on experience and up-to-date information on Amerinet's tools. The keynote speaker was Jeff Gitomer, noted sales trainer and author, who shared his expertise on sales, customer loyalty and personal development.

About Amerinet

As a leading national group purchasing organization, Amerinet strategically partners with healthcare providers to reduce costs and improve quality. Through its Total Spend Management solutions and operational performance improvement programs, tools and services, Amerinet assists members in their efforts to reduce costs, improve efficiencies and create new revenue streams. Supported by a team of clinical, data and supply chain experts, Amerinet offers a comprehensive portfolio of product and service contracts to address members' specific needs. Based in St. Louis with offices in Salt Lake City, Providence, R.I. and Warrendale, Pa. Amerinet serves acute and alternate care site healthcare providers nationwide. To learn more, visit www.amerinet-gpo.com.