

January 28, 2010

To Tidewater Group Purchasing Members:

I am pleased to announce Tidewater has entered into a business relationship with VHA, the nation's leading Acute Care GPO, and their contracting division Novation. This arrangement will enable Tidewater GPO members to access some very exciting VHA programs. Initially, Tidewater members will gain access to a unique, incredibly strong portfolio of food manufacturer contracts with distribution through **U.S. Foodservice**.

Our new U.S. Foodservice program differs from our current program in a number of important ways. The new program has *stronger cost reductions* for commitment, compliance and standardization on contracted items. Members who are prepared to manage their expenditures with the assistance of Tidewater and U.S. Foodservice will realize very *significant* savings.

Tidewater remains *independent* and committed exclusively to serving Senior Care providers. Tidewater members will continue to work directly with Tidewater to access our exciting new VHA programs. For additional information, or to get started, contact your Tidewater Account Executive today at:

<http://www.tidewatergpo.com/salesteam.aspx>

As always, our goal is to bring Senior Care owners and operators choice, and a variety of solutions that will improve your financial health. Tidewater GPO, The industry's best *Spend Management* Programs.

Mitch Steiner
Vice President of Sales & Marketing
Tidewater GPO

