

AUTHORIZED DISTRIBUTOR - AMERICAN SURGICAL
COMPANY

Your Neuro-Patty supply chain — **unbroken** through Q3 & beyond.

In the wake of the 2025 Cottonoid / Neuro patty shortage, Sterile Mate has secured an authorized-distributor relationship with American Surgical Company. Starting **Q3 2026**, we are positioned to be your **prime supplier** — manufacturer-direct, non-GPO.

100+

RFQS ROUTED DURING
SHORTAGE

Q3 '26

FIRST ALLOTMENT
DELIVERY

Non-GPO

MANUFACTURER-DIRECT
PRICING

1-Day

QUOTE RESPONSE TIME

■ THE 2025 NEURO PATTY CRISIS

Hospitals canceled cases. We answered the phone.

When the national Cottonoid / Neuro patty shortage hit OR schedules in 2025, prime distributors quietly diverted product to the highest bidder. Surgical teams scrambled. Some hospitals lost **days of neurosurgery capacity**.

Sterile Mate ran an emergency sourcing desk across the country — pulling allotments from secondary channels, manufacturer rejects, and direct mill relationships — to keep patient care on schedule for the hospitals that called us.

DURING THE SHORTAGE WE...

- ✓ Routed 100+ neuro-patty RFQs in 90 days
- ✓ Maintained 1-day quote response time when primes ran 5-7 days
- ✓ Sourced 14 hospitals through their Q2 capacity gap
- ✓ Held line pricing instead of riding the spot-market spike

THE PATH TO AUTHORIZED DISTRIBUTOR

What Sterile Mate has done

Q1 2025	Q2 2025	Q3 2025	Q4 2025
<p>Identified the shortage early</p> <p>Flagged the national Cottonoid backorder while many distributors were still routing it to the gray market.</p>	<p>Stood up an emergency sourcing desk</p> <p>Routed 100+ neuro-patty RFQs across the country, secured spot allotments for partner hospitals during peak constraint.</p>	<p>Direct relationship secured</p> <p>Negotiated authorized-distributor terms with American Surgical Company - non-GPO, manufacturer-direct pricing.</p>	<p>First allotment scheduling</p> <p>Onboarding hospital forecasts now to reserve Q3 / Q4 2026 production capacity.</p>

■ Q3 2026 COMMITMENT

We keep sourcing until your first allotment ships.

Between today and your Q3 allotment delivery, Sterile Mate will continue actively sourcing American Surgical product through every channel available — so your OR does not lose a single case.

WHAT WE NEED FROM YOU

1. Your Q3 + Q4 2026 forecast (SKUs & quantities)
2. Ship-to facility info
3. 10 minutes to confirm pricing

MOST-REQUESTED SKUS

Representative pricing — 2026 list

Hospital pricing shown for budgeting; final pricing confirmed at PO. Full catalog has 200+ SKUs.

SKU	PRODUCT LINE	SIZE	2026 PRICE (\$/BOX)	PACK
60-02 HOT	Cottonoid Neuro Patties (Type 60)	1/4 x 1/4	\$421.04	20 pouches x 10
60-08 HOT	Cottonoid Neuro Patties (Type 60)	1/2 x 1-1/2	\$212.41	20 pouches x 10
60-13	Cottonoid Neuro Patties (Type 60)	1 x 3	\$212.41	20 pouches x 10
60-15	Cottonoid Neuro Patties (Type 60)	3 x 3	\$421.04	20 pouches x 10
61-04 HOT	Cottonoid Strips w/ String (Type 61)	1 x 6	\$198.17	20 pouches x 10
61-04S	Cottonoid Strips Strung (Type 61S)	1 x 6 Strung	\$237.30	20 pouches x 10
67-08	Premium Cottonoid (Type 67)	1/2 x 1-1/2	\$338.52	20 pouches x 10
67-09	Premium Cottonoid (Type 67)	1/2 x 3	\$338.52	20 pouches x 10
63-08 HOT	X-Ray Detectable Patties (Type 63)	1/2 x 2	\$447.89	20 pouches x 10
80-09	Cottonoid Pledgets (Type 80)	1/2 x 3	\$450.30	20 pouches x 10

■ **Authorized distributor pricing** is non-GPO, manufacturer-direct. Your final delivered price is held at the rate above through your Q3 & Q4 2026 allotment.

RESERVE YOUR ALLOTMENT

Q3 / Q4 2026 forecast worksheet

Fill this out, snap a photo, and send to orders@sterilemate.com — or visit sterilemate.com/demo/american-surgical to submit online and lock in your hospital pricing.

HOSPITAL / FACILITY

PROCUREMENT CONTACT NAME

TITLE

EMAIL

PHONE

CITY / STATE / ZIP

FORECAST LINES (BOXES / QUARTER)

SKU	SIZE	Q3 BOXES	Q4 BOXES	PAR / NOTES

HOW TO RESPOND

- 1. **Online:** sterilemate.com/demo/american-surgical
- 2. **Email:** orders@sterilemate.com (attach this sheet)
- 3. **Call:** (281) 456-3458 (ask for George Broughton)

WHAT HAPPENS NEXT

Your assigned Sterile Mate rep will follow up within **1 business day** to confirm hospital pricing and reserve your Q3 / Q4 allotment with American Surgical Company.