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Memorandum

TO: The Distribution Team Members

FROM: Michael F. Whelan, System Vice President
Integrated Support Services

DATE: April 8, 2002

Subject: World Health Systems of Michigan Conversion

Henry Ford Health System is moving forward with plans to achieve our overall goals of reducing costs, increasing diversity initiatives and standardizing products. With these goals in mind, we are in the process of converting a number of basic commodity products to one of our minority-owned suppliers, WHS of Michigan. You will see over the next couple of months WHS products converted in such product categories as exam gloves, soft goods, disposable pillows, protective apparel, pouches and positioning products. This will result in a 10% saving on these and other items.

We are excited about our partnership with Owens and Minor and WHS of Michigan. We feel confident that we can increase our overall volume of business with WHS of Michigan to at least \$10,000,000. This contribution of a real dollar volume to a minority-owned manufacturer is good for our community and good for the System. We have the commitment from O&M and WHS of Michigan to work through whatever conversions are necessary.

We appreciate your support in helping us achieve our mutual goals for the System.