DEPARTMENT OF VETERANS AFFAIRS
Federal Supply Service
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage™, a menu-driven database system. The INTERNET address for GSA Advantage™ is GSAAdvantage.gov or Contact Plum Enterprises, Inc.

Medical Equipment and Supplies
FSC Group 65, Part II, Section A
FSC Classes: 6510, 6515, 6530, 6532, 6540, 6545

Contract Number: V797D - 40081
Contract Period: January 15, 2014 to April 14, 2019

PLUM ENTERPRISES, INC.
500 Freedom View Lane
P.O. Box 85
Valley Forge, PA 19481-0085
1.800.321.PLUM
Phone: 610.783.7377 Fax: 610.783.7577
info@PlumEnt.com
PlumEnterprises.com

Business Size: Small
Woman-Owned

plum enterprises, inc.
Your Falls Safety Solution™
This document provides a reiteration of the pricing, terms, and conditions agreed to during negotiations.

<table>
<thead>
<tr>
<th>Accepted SINs</th>
<th>SIN</th>
<th>% Discount or Discount Range</th>
<th>Maximum Order</th>
</tr>
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<tbody>
<tr>
<td></td>
<td>A-25G</td>
<td>26.02% - 40.0%</td>
<td>$100,000</td>
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Tracking Customer(s) | Direct End Users

Tracking Ratio(s) | 0.60 – 0.74

Quantity / Tier Discount(s)
- Volume Discounts for Single Orders Shipping to One Location*:
  - Additional 1.5% discount for orders of $20,000 - $30,000
  - Additional 3.5% discount for orders of $30,001 - $50,000
  - Additional 5% discount for orders of $50,001+

  *Note: requires a 30-day lead time after receipt of order

Standard Delivery Time | 7 – 10 Days ARO (after receipt of order)

Expedited Delivery Time | 1-3 Days ARO; Government is responsible for the difference between normal and expedited delivery costs.

FOB Point(s) | FOB Destination 48 Contiguous States and to point of exportation to Alaska, Hawaii and Puerto Rico.

Credit Card Acceptance | Credit cards are accepted up to, equal to and above the micro-purchase threshold of $3,000 with no maximum.

Minimum Order | $100

Payment Terms | Net 30 Days

Return Goods Policy | See Attachment 2

Warranty Policy | See Attachment 2, as a supplement to 52.212-4 (o) and (p)

Installation | N/A

Rental / Lease Agreement | N/A

Training | N/A

Service Agreement | N/A

Annual Rebate | None

Other | N/A

Commercial Price List | Plum Enterprises, Inc. Commercial Price List as of 06/01/2013

Number of Accepted Items | 97
Plum's Warranty:

Plum Enterprises guarantees all of its products to be free from manufacturing defects for a full year, and will replace items at no cost to customer if manufacturing defect is present. Customer must notify Plum of any manufacturing defects within five (5) days of receipt of item. Upon determination by Plum that the item is defective, Plum will provide customer with replacement item and reimburse customer for all shipping costs. If defect to item is the result of damage or misuse by customer, no credit, replacement or reimbursement for shipping costs will be provided.

Plum's Returns & Exchanges Policy:

For health & safety reasons, items to be returned or exchanged must be returned unused in original condition and secured within the original plastic bag & packaging with hang tag affixed within 10 days of receipt of order. Items must be shipped via Fed Ex or UPS only, not via postal service. ProtectaHips® and ProtectaChin® & Face Guards are not returnable. Please contact Plum to request a Returned Goods Authorization number. Plum will credit your account for returned items received in original, unused condition, minus a 20% restocking fee and $10 processing fee, once the items are received and inspected. Fees are waived for exchanged items. Shipping costs are not credited. Items shipped in an error by Plum are not subject to fees and Plum will absorb all shipping costs. Items shipped by customer error are subject to fees, unless item is exchanged, but shipping costs are the responsibility of customer.
PLUM ADVANTAGES

Plum’s Innovative, Award-Winning Falls SafetyWear™ is engineered with core materials made specifically for optimal impact absorption, density, tensile strength, and compression/recovery ratio. Around each protective core Plum exquisitely designs each garment for comfort, style, function, and long-wearing dependability. Plum’s Patented Falls SafetyWear™ protects newborns through the elderly, and all the vulnerable areas of the body at risk of injury from falls and impacts: the head, the entire hip area, joints, and all the extremities. Plum’s superior safety effectiveness, secure, custom fit, and lightweight comfort have empowered individuals to stay safe and active for over 23 years. Plum’s Award-Winning Falls SafetyWear™ has multiple patents and patents pending worldwide.

ProtectaCap®

The Custom-Fitting Protective Helmet
Kids and Adults Love to Wear

- 23+ years’ success in preventing traumatic brain injuries.
- One-of-a-kind custom fit that adapts and adjusts to all shapes and sizes.
- Sizes Baby through Adult, for head circumferences from 13.5” to 26 inches.
- Fits & works better than custom-molded helmets that cost hundreds of dollars.
- Safe, snug stay-put design will not slide around on head like pre-formed helmets.
- Unbreakable. Does not need to be replaced after impact.
- Floats—ideal for aqua therapy and safety in and around swimming pool.
- Superior core material is tear-proof, unlike others whose ear loops are easily pulled-off and swallowed.
- Comfortable for sleeping for post-surgery and nighttime safety.
- Virtually weightless. Ideal for weak neck muscles and balance disorders.
- Will not propel an individual to a fall, like hard, heavy helmets can.
- Comfortable, continuously adjustable cotton-knit chin strap.
- Compliance-friendly, easy for staff and caregivers to implement.
- Fully encased in breathable, comfortable, yet sturdy, cotton blend.
- Fully ventilated. Expands out over and protects ears. [See inside-out photo right.]
- Machine-washable for anti-microbial safety, unlike others.
**Advanced Falls Safety Helmets**

- ASTM proven superior impact absorption, 400% safer than vinyl adult size helmets.
- State-of-the-art patented dual protective core for optimal and comfortable protection.
- Patented staged-deceleration of impact energy.
- Received highest safety rating by Veterans Patient Safety Center.
- Unique ergonomic design conforms to every head shape and size.
- Sizes XX-Small through X-Large, for head circumferences from 13.5” to 26 inches.
- Sizes XX-Small & X-Small have the full head coverage style of ProtectaCap® with dual protective core of ProtectaCap+Plus®.
- Sizes Small through X-Large have the sporty, above-the-ear style ideal for hearing devices and personal stereos.
- Reinforced protection of forehead, temples and back of head without interfering with hearing or peripheral vision.
- Unique top-anchored chinstraps provide safe, secure, stay-put fit.
- Completely encased in comfortable, sturdy cotton stretch twill for comfort.
- Virtually weightless—lightest helmet available with superior impact absorption.
- Floats— ideal for swimming therapy and safety around pool.
- Sizes XXS & XS: Fully machine washable and dryable for anti-bacterial safety.
- Sizes S to XL: Plus Pocket™ Covers are machine wash & dry for anti-bacterial safety.
- Replaceable Plus Pocket™ Covers extend the life of ProtectaCap+Plus® for years.
- Easily adapts ProtectaChin® Guard for customized facial protection.  [See photo right.]

**ProtectaCap+Plus® Plus Pocket™ Replacement Covers**  [Sizes Small to X-Large]

- Plus Pocket™ Replacement Covers are designed in comfortable, sturdy cotton stretch twill.
- Machine washable & dryable for anti-microbial safety
- Completely encased ProtectaCap+Plus® protective pads to put cotton, not leather, vinyl or plastic next to head for compliance-friendly comfort.
- Now with all matching trim and self-fabric chinstraps.
- Cost-effective Plus Pocket™ Replacement Covers extend the life of ProtectaCap+Plus® for years and save on purchasing new helmets.  [See photo right.]
The American Society for Testing and Materials developed several standard specifications to measure shock absorbency of various materials. These test methods quantify impact in terms of G max and Head Injury Criterion (HIC) scores. G-max is the measure of the maximum acceleration or shock produced by the impact. Shock-absorption effectiveness is measured by how much the material decreases the G-max, or Peak G’s. ASTM F-1292 Impact Test is the best test to measure shock-absorption. ASTM Tests are conducted using stringent criteria controlling all variables except the headgear being tested. Three drops are performed on each headgear. The numbers extracted from the 2nd and 3rd drops are added together then divided by 2 to draw the mean average of the last two drops. The resultant number represents how much energy or impact is being transferred to the body by the helmet being tested. This number is called the Peak G’s (G = gravity).

The Lower the Peak G’s, the better the impact absorption and safety for your patients.

A Peak G Number Above the 200 Red Line is Dangerous

Blue-Purple Column:  D’s Vinyl-Covered Adult Helmet  Peak G’s:  288.50
Red-Purple Column:  D’s Vinyl-Covered Child Helmet  Peak G’s:  150.00
Teal Column:  Plum’s Child ProtectaCap®  Peak G’s:  141.50
Yellow Column:  Plum’s M ProtectaCap+Plus®  Peak G’s:  77.00
Light Blue Column:  Plum’s L ProtectaCap+Plus®  Peak G’s:  79.50
Burgundy Column:  Plum’s XL ProtectaCap+Plus®  Peak G’s:  65.00

The Lower the Peak G Number, the Better the Impact Absorption.

In Addition to Proven Superior Safety Effectiveness, Plum’s ProtectaCap® & ProtectaCap+Plus® provide

1. One-of-a-Kind Ergonomic Design that adapts to each head regardless of size or shape.
2. Secure, Stay-Put Fit Cannot Slide Around on Head which can propel an individual to a fall.
3. Virtually Weightless Fit is safest choice for children’s weak neck muscles and adult balance disorders.
4. Tear-Proof Construction cannot be torn off and swallowed, unlike others with glued-on ear loops.
5. Amazing Comfort Decreases Stress and encourages compliance, better for patients and staff.
6. Fully Encased in Cotton, inside and out, to put cotton next to head, not vinyl, leather or plastic.
7. Plum’s Helmets are comfortable enough for sleeping for post-surgery and for nighttime safety.
9. Replacement PlusPocket™ Covers for ProtectaCap+Plus® can allow helmet to last for many years.
10. Patented ProtectaCap® & ProtectaCap+Plus® have successfully prevented head trauma for 25 years.
PLUM ADVANTAGES

Plum’s Innovative, Award-Winning Falls SafetyWear™ is engineered with core materials made specifically for optimal impact absorption, density, tensile strength, and compression/recovery ratio. Around its protective core Plum exquisitely designs each garment for comfort, style, function, and long-wearing dependability. Plum’s Falls SafetyWear™ protects babies through the elderly, and all the vulnerable areas of the body at risk of injury from falls and impacts: the head, the entire hip area, the joints and all extremities. Plum’s superior safety effectiveness, unique custom fit, and lightweight comfort have empowered individuals to stay safe and active for over 23 years. Plum’s Award-Winning Falls SafetyWear™ has multiple patents & patents pending worldwide.

ProtectaWrap®

ProtectaWrap® Adaptable Extremity Protector and Custom-Fitting Splint

- Provides superior impact absorption against bumps, bruises and fall-related injuries.
- Easily adapts and adjusts to knees, elbows, shins and forearms in sizes Small, Medium, Large.
  - Ideal for support for hamstring and quadriceps.
  - Custom-molding protective pads encased in soft durable fabric.
  - Protects against skin breakdown.
  - Superior fabric provides comfortable 4-way stretch support.
  - Provides protection and support against sprains and strains.
  - Custom adapts for perfect positioning and adjustment.
  - Once personally adjusted, easily slides on.
- Allows skin to ventilate and remain dry.
- Soft splint absorbs stress to prevent damage after injury.
- Excellent for post-operative rehabilitation.
- Provides customized range-of-movement post trauma or post-surgery.
- Ideal for wheelchair safety and transport.
- Retains and applies natural body heat, ideal for patients with arthritis.
- Provides customized compression and support.
- Machine wash & dry for anti-bacterial safety.
**Plum’s Innovative, Award-Winning Falls SafetyWear™** is engineered with core materials made specifically for optimal impact absorption, density, tensile strength, and compression/recovery ratio. Around its protective core Plum exquisitely designs each garment for comfort, style and function. With no detail overlooked, each Plum Product is painstakingly constructed for long-wearing dependability. Plum’s Falls SafetyWear™ protects babies through the elderly, and all the vulnerable areas of the body at risk of injury from falls and impacts: the head, the hip area, joints and extremities. Plum’s superior safety effectiveness, unique custom fit, and lightweight comfort have empowered individuals to stay safe and active for over 20 years. Plum’s Award-Winning Falls SafetyWear™ has multiple patents & patents pending worldwide.

**ProtectaHip®**

The Original, Award-Winning Hip Protector

**ProtectaHip® Ladies’ & Gentlemen’s Style Undergarments & Front Snap™ Styles**

- ProtectaHip® is the original, award-winning hip protector with the longest and best track record for safety effectiveness, patient compliance and laundry durability.
- No hip fractures among folks wearing ProtectaHip® in over 16 years.
- Patented breakthrough technology with ASTM-proven superior impact absorption for maximum safety.
- State-of-the-art ProtectaHip® Pads are unbreakable, despite multiple impacts and launderings.
  - No need to remove pads for machine washing to prevent ruptures like other pads [Photo Right].
  - No need to count number of laundry cycles, or discard after certain number of washings like others.
  - No need to pound out pads after laundry.
  - ProtectaHip® Pads are fire-retardant and self-extinguishing, unlike others that catch fire in the dryer.
- ProtectaHip® Pads ventilated for skin breathability and maximum patient comfort.
- **Optimal Protection:** Protects against 3 types of hip fractures: Intertrochanteric, Transcervical and Subtrochanteric [Photo Left] with precisely placed, ProtectaHip® Pads increase in size with ProtectaHip® Garments.
- Beveled, ventilated pads conform to body inside highest quality of double-lined specialty Plum fabric for maximum comfort.
- No detail overlooked for quality, safety, and long-wearing durability.

- **ProtectaHip® lasts more than 50 times longer than other hip protectors.**
- Anti-microbial ProtectaHip® Pads will not absorb water, urine or waste for optimal hygiene and patient comfort.

- **ProtectaHip® Front Snap™** [Photo Left] for incontinence is patient- and staff-friendly.
- Fast, secure snaps are better than Velcro® for staff convenience and laundry durability.
- Garments are completely double-lined in the highest quality of Plum fabric for comfort, durability and optimal hygiene.
- Gentle elastic at leg prevents leaking, which can cause discomfort and patient falls.

**ProtectaHip® Active Lounge Pants™ & Active Lounge Shorts™**

- ProtectaHip® Active Lounge Pants™ are made with a superior microfiber for comfort and durability.
- Sizes X-Small through XXXXLarge with Pads increasing in size with Garments.
- ProtectaHip® Pads are hidden behind slash pockets for compliance.
- ProtectaHip® Pads are fire-retardant and self-extinguishing and will not catch fire in the dryer like others. [Photo Right.]
- ProtectaHip® Pads employ patented breakthrough technology for ASTM-proven optimal protection.
- No need to remove pads for machine washing to prevent ruptures like other pads.

- Gentle elastic at cuffs suits many sizes and prevents falls.
- No need to count laundry cycles, or discard after impact or a pre-set number of washings like others.
- No need to pound out pads when dry like other hip protectors.
- ProtectaHip® Pads are ventilated for breathability and maximum patient comfort.
- ProtectaHip® Pads are durable, despite multiple impacts and launderings; and will not catch fire & melt the pants in the dryer like others. [Photo Right.]

- **Optimal Protection**: Protects against 3 types of hip fractures: Intertrochanteric, Transcervical and Subtrochanteric [Photo Left] with superior safety.

- ProtectaHip® Pads increase in size with ProtectaHip® Garments for optimal safety.

- ProtectaHip® Active Lounge Shorts are ideal for warmer seasons & climates, and for exercise and physical therapy.
- Superior Plum microfiber fabric, unlike common sweatpants material that gets pills and pulls, fits better and lasts longer.
- Stylish self-fabric drawstring (optional), elasticized waist and cuffs (Pants) for detailed, custom fit.
- ProtectaHip® more than 50 times longer than other hip protectors for patient safety and unmatched budget savings.
The American Society for Testing and Materials (ASTM) developed several standard specifications to measure shock absorbency of various materials. These test methods quantify impact in terms of G max and Head Injury Criterion (HIC) scores. G-max is the measure of the maximum acceleration or shock produced by the impact. Shock-absorption effectiveness is measured by how much the material decreases the G-max, or Peak G’s. The lower the Peak G’s, the better the impact-absorption. ASTM F-1292 Impact Test is the best test to measure shock-absorption and is more sophisticated than ASTM D-3574, an Indentation Force Deflection test, which measures overall physical properties, not shock-absorption. ASTM Tests are conducted using stringent criteria controlling all variables except the materials being tested. Three drops are performed on each material. A mean average is taken of the last two drops. This key number represents how much energy is still being transferred to the body, and not dispersed, absorbed or shunted away from the body by the material being tested. This number is referred to as Peak G’s (G = gravity). The Lower the Peak G’s, the better the impact absorption and the greater the safety for your patient. ProtectaHip® is exponentially safer.

### Hip Impact Comparison For Plum
Plum’s New Dual-Core Impact Absorption Clearly Unsurpassed

![Impact Diagram]

A Peak G Number Above the 200 Red Line is Dangerous

<table>
<thead>
<tr>
<th>Column</th>
<th>Description</th>
<th>Peak G’s</th>
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</thead>
<tbody>
<tr>
<td>Purple Column</td>
<td>Other materials sealed at its best.</td>
<td>215</td>
</tr>
<tr>
<td>Red Column</td>
<td>Other materials with broken pouch.</td>
<td>243</td>
</tr>
<tr>
<td>Yellow Column</td>
<td>Other materials without pouch.</td>
<td>294</td>
</tr>
<tr>
<td>Light Blue</td>
<td>Plum’s ProtectaHip® Pad</td>
<td>91</td>
</tr>
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</table>

Other core materials rupture upon impact when wet.

Ruptured Hip Pad #1: Peak G’s: 212.5   Ruptured Hip Pad #2 Peak G’s: 341.5

### Five Reasons to Choose Plum’s ProtectaHip®

1. Patented ProtectaHip® has Earned the Most Excellent Reputation for Superior, Money-Saving Quality.
2. Precise Pad Placement Protects against 3 Types of Hip Fractures: Intertrochanteric, Transcervical & Subtrochanteric, with ProtectaHip Pads Increasing in Size with Garment Sizes—from X-S to XXXX-L.
3. ProtectaHip® has the Best Washer & Dryer Durability for Dependability and Cost-Effectiveness.
4. ProtectaHip® is the Original, Award-Winning Hip Protector with the Longest & Best Track Record for Safety.
5. ProtectaHip® Hip Protectors Last More than 50 Times Longer for Maximum Safety and Budget Savings.

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www.FallsSafety.com
1.800.321.PLUM