



24 April 2020

B4SA Announcement of Wholesaler Partnerships to channel PPE to community-based healthcare workers

Business for South Africa (B4SA) is the alliance of volunteer resources from across South African business bodies and organisations. The B4SA Public Health Workgroup's core mandate is to support the national response, including Government and the private sector's public health efforts, in the fight against the COVID-19 pandemic in South Africa. The Public Health Workstream is chaired by Stavros Nicolaou and involves a large number of leaders and businesses across SA from the healthcare and broader business sectors, many of whom are working full time on this issue.

A key focus area for B4SA has been ensuring adequate Personal Protective Equipment (PPE) across South Africa during the pandemic. B4SA has developed a procurement capability over the past month to substantially increase the amount of PPE coming in to the country, and to supplement the procurement efforts of other stakeholders.

Based on guidance from the National Department of Health, PPE procured through the B4SA mechanism will be allocated between the needs of the public and private healthcare sectors. Within the private sector allocation, PPE will be allocated between private hospitals, private laboratories and outpatient provider settings proportional to the number of healthcare, administrative and security staff working in each setting, adjusted for existing supplies available. For all hospital in-patient settings, PPE will be channelled to the private hospitals, who will be responsible for ensuring that all relevant workers in their hospitals are adequately provided with PPE. For this reason, health professionals working in hospital settings should not use the procurement mechanism described below.

To ensure that health professionals in out-patient settings (such as GPs, specialists when working in rooms, and pharmacists) have access to PPE, B4SA has established a partnership with a network of wholesalers. The process of sale and distribution for health professionals working in outpatient settings will work as follows:

- A share of incoming PPE will be allocated across four wholesaler partners.
- Health professionals working in outpatient settings will be able to purchase PPE from these wholesalers.
- The wholesalers have been selected on the basis of their geographic coverage, competitiveness on logistics and handling fees and existing active accounts with health professional practices.
- The sale price of this PPE will be a cost recovery price only. Neither the B4SA importing partner (Imperial Health Sciences) nor the wholesalers will make any profit on these PPE sales.
- Wholesaler partners will report back to B4SA on their pricing and buyers to ensure that PPE is reaching healthcare workers at the most reasonable price possible.

The table below outlines current reference prices for PPE that will be available for purchase by health professionals working in out-patient settings. These prices should be taken as guidelines only given high price volatility in the market as well as changes in the ZAR exchange rate with other currencies.

Product	Price benchmark (<i>R per unit</i>)
Non-sterile gloves	2.79 – 4.56
Surgical masks for healthcare workers	8.02 – 12.00
Surgical masks for patients	8.42 – 17.50
Sanitizer (per litre)	58.00 – 103.00

The wholesaler partners from which PPE can be procured are:

- CJ Distribution Enterprises & Dischem Distribution – <https://cjdsa.com/>
- Kendon Medical Supplies – <https://www.kendonmedical.co.za/>
- Pharmed Pharmaceuticals – <https://www.pharmed.co.za/>
- Transpharm – <https://www.transpharm.co.za/>

Health professionals working in outpatient settings should engage directly with whichever wholesaler partner(s) they prefer. Wholesalers will coordinate all accounts, orders and deliveries, and B4SA cannot take responsibility for these activities, but will be in close contact with the wholesaler partners to ensure effective on-selling of PPE as far as possible.

As a final mechanism to support health professionals working in outpatient settings in finding PPE, we have compiled an additional list of wholesalers and distributors which health professionals can also contact in order to purchase PPE. Please note that other than the four wholesalers named above, the remaining wholesalers are not carrying PPE stock procured by B4SA, and B4SA cannot take responsibility for the stock or pricing of these companies.

B4SA is profoundly grateful for the efforts of all healthcare workers during this pandemic, and trust that this mechanism will provide further support during this time.



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General List of Medical Wholesalers (not exhaustive)

Company Name	Website
Aditiv solutions	https://www.aditiv.co.za/
ALM Marketing	www.almmarketing.co.za
Alphapharm	https://www.alphasvr.co.za/
Augustine Medical	www.augmedsa.com
Biotech laboratories	www.biotech.co.za
Biotech medicals	https://www.biotech.ps/
Calasca	www.calasca.com
City Medical	http://www.citymedical.co.za/
Coastland Sales	www.coastlandsales.co.za
Deneb investments Limited	www.deneb.co.za
DSV	https://www.za.dsv.com/
Ecomed	https://www.ecomed.co.za/
GFox	www.gfox.co.za
GlowGear	www.glowgear.co.za
Gryffin Safety	gryffinsafety.co.za
Hamisa Group Enigneering & Mining	www.hamisagroup.co.za
HPC-Peltor	www.hpc-peltor.co.za
Kendon	https://www.kendonmedical.co.za/
Medi-Response Holding	http://www.mediresponse.co.za/
MedLoyd Healthcare	www.medloyd.co.za
Navomix Health	http://navomixhealth.co.za/



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Company Name	Website
Norpharm	https://www.norpharmgroup.co.za/
Norsaf	www.norsafmarine.com
North Safety Products	www.northsafety.co.za
Patient Focus	www.patientfocus.co.za
Pharma value	www.pharmavalu.com
Pharmaco	http://pharmaco.co.za/
Pharmacy Group	https://www.pharmacygroup.co.za/
Pharmed	https://www.pharmed.co.za/
PienaarBros	www.pienaarbros.co.za
Rapidtrade	http://www.rapidtrade.biz/
Select PPE	https://www.selectppe.co.za/
Sere-med	https://seremed.com/
SK52	www.sk52.co.za
The FAB Company	www.fabcompany.co.za
The Truffle Lady	www.thetrufflelady.co.za
Thero Group	http://www.therogroup.co.za/Contact-Us/
Tiff Safety	www.tiffysafety.co.za
Topmed	http://www.topmed.co.za/
Transpharm	https://www.transpharm.co.za/
UPD	https://upd.co.za/