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**PRECIOUS GEMS**

CELEBRATING ESAAL'S **40<sup>th</sup>** "RUBY" ANNIVERSARY!

# ESAAL 2019 BUYER'S GUIDE



Empire State Association  
of Assisted Living  
*Care • Community • Connections • Every Day*

Dear Conference attendees:

Over 340 adult care facility/assisted living providers traveled to Saratoga Springs, NY for ESAAL's 40th Annual Conference and Trade Show April 9 – May 3, 2019. The trade show featured representatives from over 40 companies who showcased their products and services designed for assisted living providers and their residents. Our exhibitors' participation helps to support ESAAL and it is important that we recognize their value to the assisted living provider network.

This **Buyer's Guide** lists our trade show exhibitors, along with their contact information, and a description of their products and services. Please help us thank them by patronizing them when you are purchasing for your residence. Keep this booklet handy throughout the year and give our vendors an opportunity should you be seeking a product or service they provide.

Thank you for helping ESAAL and its supporters.

Best Regards,

Kara Vollmer, Administrator/Operator  
Pineview Commons, LLC  
ESAAL Conference & Education Chairperson

Lisa Newcomb  
Executive Director  
ESAAL

**Aegis Energy Services**

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CCI Systems specializes in providing healthcare IT solutions including nurse call, wandering prevention, and video surveillance, for hospitals, rehab centers, nursing homes and senior care.

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Patricia Schuermann

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Chris Johnston

EFPR Group, LLP is one of Western New York's largest accounting and business consulting firms serving clients across the United State and internationally.

Booth #15

[cjohnston@efprgroup.com](mailto:cjohnston@efprgroup.com)**Eldermark\***

Greg Bertagnoli

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Minnetonka, MN 55343

Eldermark Software is an all-in-one senior housing software platform that provides tools and services for census and facility management, care team workflows, sales and marketing and resident safety/ nurse call systems.

Booth #23

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Charles Banik

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FOX is a clinician-owned and operated professional private practice of full-time physical, occupational, and speech therapists, built on the foundation of Geriatric House Calls™.

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Pharmacy services

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John Baumgarten

John W. Baumgarten Architect, P.C. is a full service architectural firm that "Designs for Seniors". JWB provides an integrated approach to architecture, interiors and engineering.

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[john@jwbarch.com](mailto:john@jwbarch.com)**Lamb Insurance Services**

Aisha Smith

Lamb Insurance Services is an insurance broker specializing exclusively in Healthcare and Human Service organizations. We take pride in helping those who positively affect people's lives.

Booth #2

[asmith@lambis.com](mailto:asmith@lambis.com)

**LINK Home Therapy**

Avi Friedman  
180 Sylvan Avenue, Suite 4  
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Booth #17  
[afriedman@linkhometherapy.com](mailto:afriedman@linkhometherapy.com)  
718-650-6230  
[linkhometherapy.com](http://linkhometherapy.com)

LINK Home Therapy is a premier provider of Physical, Occupational and Speech Therapy in the Assisted Living setting. Highly trained, compassionate therapists work hand-in-hand with AL staff to ensure improved health and wellbeing of residents.

**MatrixCare**

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Superior Clinical, Financial and Operations Software Solutions for the Skilled Nursing, Senior Living & Long-Term Care Industries

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Maryellen Manship

Booth #14  
[maryellen.manship@navigatorgpo.com](mailto:maryellen.manship@navigatorgpo.com)

Navigator Group Purchasing, Inc. is the experienced leader in skilled nursing, assisted living, independent living, and CCRC purchasing services, delivering savings and cash flow improvements.

**Omnicare / a CVS Health Company\***

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[parkviewhs.com](http://parkviewhs.com)

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Precision LTC Pharmacy is an institutional pharmacy providing pharmaceutical services to skilled nursing facilities, assisted living residences, transitional adult homes, residential programs, addiction treatment centers, and group homes

Booth #22  
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**PRIME Services, Inc.**

George Brodeur

No-cost group purchasing association helping you reduce costs on the purchases you make for your facility.

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[georgeb@primeservicesinc.com](mailto:georgeb@primeservicesinc.com)**Procare LTC Pharmacy\***

Joe Peixoto

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Farmingdale, NY 11735

Long Term Care Pharmacy Overall Dispensing Services/Pharmacy Dispensing/Infusion Therapy/Pharmaceuticals LTC Dispensing and Management/Pharmaceuticals LTC Vending/Pharmacy Logistics and Management/Long Term Care Prescription Benefits Management/Pharmacies

Booth #34

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[procareltc.com](http://procareltc.com)**RadioBoss 2-Way Radios**

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[frank.rose@consultrfr.com](mailto:frank.rose@consultrfr.com)**RISE Engineering**

Daniel Conrad

RISE Engineering is one of the longest operating energy efficiency organizations in the country, and have arranged the installation of \$1 billion in energy improvements.

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[dconrad@RISEEngineering.com](mailto:dconrad@RISEEngineering.com)**Senior Beauty Care**

Senior Beauty Care

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We provide consultation and expertise for Assisted Living and Home Care from start-up to continuing operation including training/mentoring, applications and survey preparation and responses.

Booth #37

[ksindoni@subcomp.com](mailto:ksindoni@subcomp.com)**TotalKare of America, Inc.\***

Mary Bergstraesser

TotalKare specializes in the design, sale, installation and service of a wide variety of safety, security &amp; communication systems for the healthcare industry.

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Contingency Utility/Telecom Bill Auditing &amp; Provisioning. ASSISTING ESAAL MEMBERS SINCE 2009. Research for Billing Overcharges. NO Results, NO Fee, Guaranteed! Call 1-877-2-REFUND (1-877-273-3863)

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Special thanks to

Frank Romeo, First Impressionz, for designing our conference logo  
&  
Camelot Print & Copy for the printed program, signs, & posters

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