

HOSPITAL CENTRAL SERVICES, INC.



2020-21 ANNUAL REPORT



A MESSAGE FROM THE **PRESIDENT & CHAIRMAN**

"A HERO IS SOMEBODY WHO VOLUNTARILY WALKS INTO THE UNKNOWN."

- TOM HANKS (actor)

t every juncture of this unprecedented journey, we have seen heroes emerge – in emergency management, law enforcement and the neighborhood grocery store. Heroes that came to work every day and put the safety and needs of others ahead of themselves. Healthcare heroes who were on the front lines at the very start and continue to provide care, have had to do so in an ever-changing and uncertain environment.

We started 2020 like any other - with little warning that everyone, in very part of the world, would suddenly be forced to engage in change. In the early months of the pandemic, HCSC was immediately called upon by hospitals to source Personal Protective Equipment (PPE) for front line healthcare workers. Our Miller-Keystone Blood Center division collaborated with the FDA, Blood Centers of America and community blood centers nationally to produce Convalescent Plasma, an early therapy used to treat hospitalized COVID-19 patients. By the time the new fiscal year began in July, we continued to support these critically important initiatives, while at the same time overcoming new challenges and adjusting our operating and strategic plan.

As hospital volumes began to return to pre-pandemic levels, our Miller-Keystone Blood Center sought to find new and innovative ways to reach potential blood donors and encourage them to give "the gift of life," while also continuing to supply Convalescent Plasma. The pandemic disrupted the traditional blood collection process, as blood drives that had accounted for most of the region's supply were either halted or scaled back as businesses and schools closed or transitioned to a remote working or learning environment. The need to divert resources and reach the donor community became an emergency response in the community. The Linen Services Division continued to source PPE requests from our hospitals, provided uninterrupted service to our customers, and opened its fifth laundry processing facility in Camden, New Jersey in January 2021.

PETER J. CASTAGNA JR. President-CEO

In addition, LinenMaster, a new automated inventory management and production monitoring system, was installed in all of the laundry processing facilities. This enables management to improve productivity and reporting across inpatient and outpatient customers.

HCSC now serves more than 2,400 healthcare organizations in the Mid-Atlantic region and, despite the challenges posed by the pandemic, continued to adapt and grow revenues by 2.7% this past year.

Thanks to our vendors, healthcare partners, and individual financial donors, funding support continued for our HCSC Education Fund, which supports organizations in the community that have a commitment to health education. This past year, scholarships were presented to ten well-deserving regional high school students, while grants were awarded to numerous regional non-profit organizations, including the Cancer Support Community of the Lehigh Valley, Cedar Crest College "Partners in Nursing" Program, Children's Home of Easton, the Hillside School, Lehigh Valley Children's Centers, LifePath, Mercy School for Special Learning, Project Child, and VIA of the Lehigh Valley.

As we reflect on this period in history, it comes with a renewed appreciation for the heroes across all our stakeholders. HCSC is a proud employer of more than 1,100 individuals supported by 150 committee members and 42 board members who are all committed to our core values and dedicated to the mission. We were proud that their efforts were also acknowledged in the community as HCSC received a "Good Neighbor Award" by WLVT PBS39. Our success is directly related to their determination and commitment, enabling the organization to overcome the greatest of challenges.

So, to you and to each one of them, we offer a humble and heartfelt thank you - YOU are our heroes.

John Haney, FACHE Chairman of the Board

HEALTHCARE **LINEN SERVICES**

he pandemic forced the Healthcare Linen Services business to respond to the rapidly changing needs of our hospitals as they adapted to treat COVID-19 patients while ramping up and meeting demand for their core services. The team also faced restrictions limiting access and created new and innovative ways to maintain these essential communications and provide necessary services.

Throughout the pandemic, all five HCSC plants remained fully operational, and even though hospital visits were pro-

> hibited, our account relations staff stayed in contact with every customer to ensure proper inventory levels were maintained and other service needs

and political leaders. The "state-of-the-art," automated \$18 million investment has expanded system processing capacity by an additional 30 million annual clean pounds and, despite the challenges posed by the pandemic, came in under budget and on time. As the facility opened, Inspira Health made the decision to close their on-premise laundry (OPL), which had previously served three hospitals and 34 outpatient centers, becoming our newest customer. The HCSC Ambulatory Care Services unit continued to grow despite the challenges created by the pandemic. The business, which is entering its seventh year of operations, provides outpatient customers with a comprehensive linen program offering more efficient delivery methods, personalized inventory control, and cost management services. Our Ambulatory Care division now serves more than 2,000 accounts on 20 routes and is making plans to market in new geographies in the Philadelphia and Southern New Jersey region. The business unit is also expanding its product line with new items and services, including personal protective equipment (PPE) for dentist offices, clinics and surgery centers, and also specialty items such as hamper stands, privacy curtains, and uniforms. LinenMaster, a "cutting-edge" linen management and software solution, is now deployed in all five HCSC facilities. This comprehensive system offers a convenient and fully automated solution, enabling the team to manage activities and improve efficiencies across all of our laundry processing facilities. It encompasses linen ordering, shipping, inventory management, billing, invoicing, and fulfilment functions, along with order and item tracking features that include RFID chipping. In addition, the system also features an enhanced customer portal, customizable dash boards,

metric tracking, mobile access, cost allocation with data backup, and hosting capabilities. Maintaining industry certifications for cleanliness and infection control standards is essential to meeting customer expectations and achieving regulatory compliance.

"BEING A HERO DOESN'T MEAN YOU'RE INVINCIBLE. IT JUST MEANS THAT YOU'RE BRAVE ENOUGH TO STAND UP AND DO WHAT'S NEEDED."

- RICK RIORDAN (author)

were proactively addressed. Our team also received many emergency requests, including the purchase of disposable scrub suits and isolation gowns for customers, when possible. We were also asked to expand our existing reusable gown program availability and capacity, as the team also purchased and warehoused extra essential supplies including masks, gloves, disinfectant and hand sanitizer, as well as processing chemicals and plastic supplies.

In addition to these emergency requests, the clock did not stop on normal business activities. Last year, nine agreements totaling 67 existing accounts were renewed, while the division also welcomed three new acute care and 403 new outpatient center accounts, including the Inspira Health System, the former Coordinated Health (now Lehigh Valley Health Network), and additional Geisinger Health outpatient clinics.

After two years of planning and construction, HCSC reentered the Metro Philadelphia market with the opening of the newest laundry processing plant in Camden, NJ, in January 2021. This was followed by a formal ribbon-cutting ceremony in March, which was attended by local hospitals

HCSC's Baltimore plant was "Hygienically Clean" recertified by the Textile Rental Services Association (TRSA) through the end of 2024, while our Allentown, Kingston, and Asbury Park plants have maintained their Healthcare Laundry Accreditation Council (HLAC) accreditations through at least 2021. Our staff is working to have our Allentown Plant dual-certified with HLAC and TRSA, and our Camden facility is scheduled for HLAC accreditation in early 2022.

Recycling efforts continued to be an organizational priority, resulting in 647,432 pounds of plastic; 87,864 pounds of cardboard, and 1,660 pounds of paper being reprocessed.



TOTAL NUMBER **OF LINEN** SERVICE PARTICIPANTS +18%



June 30, 2021 **YEAR-END NOTES**

TOTAL PARTICIPANTS: 2,424 AMBULATORY CARE ACCOUNTS: 2,254 ALLENTOWN ACCOUNTS: 37 KINGSTON ACCOUNTS: 38 ASBURY PARK ACCOUNTS: 36 BALTIMORE ACCOUNTS: 40 CAMDEN ACCOUNTS: 19 TOTAL BEDS: 29,026 TOTAL CLEAN POUNDS SHIPPED: 113,911,160



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iller-Keystone Blood Center (MKBC) is led by a highly skilled and experienced staff, along with community volunteers who serve our donor community, hospitals and organizations sponsoring blood drives. As we continue to face the implications created by the pandemic, the staff comes to work every day and are on the front line working with the community to collect, process and distribute life-saving blood products.

LIFE TO SOMETHING BIGGER THAN ONESELF."

MILLER-KEYSTONE BLOOD CENTER "A HERO IS SOMEONE WHO HAS GIVEN HIS OR HER

- JOSEPH CAMPBELL (professor)



As the COVID-19 pandemic changed every aspect of the operations, our professional staff embraced the safety protocols while responding to the new challenges of collecting blood in our community. Companies shifted to work-fromhome models and schools went to a remote format – donors were no longer where they were historically. In addition, many organizations that continued to operate on-site initiated new policies to protect their workers that restricted

> access for inside set-up blood drives. Gone were the days of seeing as many as 100 participants in all-day donor events. Blood drives that previously recruited 50 donors could, at times, only accept 20, in order to accommodate social distancing guidelines. As a result, more than 70% of blood donations are now collected at our donor centers or satellite locations. Blood mobile collections declined from 68% to 30% in just one year. Staff was redeployed to the donor centers and hours were adjusted to accommodate donor demand. Three new satellite locations were added in the past year in Boyertown, Souderton and Pottsville, with a seventh donor center planned at Five City Center, Allentown, in March 2022.

The blood center also took important steps to continue to upgrade leadership and evolve the operating structure of the company.

In January, Rami Nemeh was promoted to Chief Operating Officer and several management changes were made in our Collections department to provide improved oversight and training as the organization continued to adjust to meet the challenges created by the pandemic environment. Mr. Nemeh has been with the organization for more than 23 years and previously led our laboratory and product management functions as Senior Director of Technical Services.

premature babies, and others.

Many organizations helped us collect blood during this challenging environment. Our MKBC Local Leaders program recognized companies, schools and community organizations that achieved more than 200 units collected during the calendar year. In 2020, 16 Local Leaders were recognized with a plaque and honored on our website and social media platforms. In addition to being a Local Leader, Air Products and Chemicals made a generous \$100,000 donation toward a new bloodmobile vehicle. A ribbon cutting for the new co-branded bus was held in July 2021 and is currently in service. Finally, we would also like to acknowledge our media partners, local sports teams and regional legislators who helped spread the word when we needed it most. Our Adopt-a-Day program grew with several organizations hosting multiple days, a full week, or in a few instances, an entire month. Through the Adopt-a-Day program

The "life blood" of MKBC continued to be our committed and loyal donors - our lifesaving heroes - who understand the challenges we face. They have answered the call and scheduled blood donation appointments to meet the transfusion needs of cancer patients, accident victims,

In April 2020, the FDA authorized the use of Convalescent Plasma as a treatment option for hospitalized patients suffering from COVID-19 through a clinical trial initiated by the Mayo Clinic. At the start of the pandemic, MKBC ramped up collections and production of the plasma in just four weeks and was able to distribute more than 5,000 doses to regional hospitals, Armed Services bases in California and New Jersey, and hospitals in other parts of the country. The FDA announced, in August 2020, the emergency authorization of Convalescent Plasma as an approved therapy. As other new, more effective therapies were launched the production of Convalescent Plasma wound down in May 2021. It is estimated more than 400,000 lives were saved by Convalescent Plasma, nationally

schools, churches, businesses, and other community organizations unable to host onsite bloodmobile drives could continue their support by sponsoring an event at one or more of our donor centers or satellite locations.

Expected decreases in the community blood supply over the summer and winter months were offset by increased donor engagement via our website and social media applications. This included the addition of a digital community newsletter, which focused on recruitment and fundraising initiatives, as well as upcoming special events. We also featured a "selfie" contest encouraging our donors to tag the Blood Center in their social media posts for an opportunity to earn additional Lifesaver Rewards Points, redeemable at our online store.

In 2003, Miller-Keystone Blood Center created the High School Blood Donor Recruitment Scholarship, designed to encourage and reward students who serve as blood drive coordinators for their high school. These young leaders are responsible for engaging the student body to donate blood and coordinate scheduling for the day of the drive. In the fall of 2021, MKBC revised the scholarship criteria to better suit students' efforts during these challenging times. Students will qualify for the program by hosting one or more blood drives and collecting a minimum of 50 points, which can be earned for each successful blood donation

TOTAL **AUTOMATED** COLLECTIONS

+19%

TOTAL TRANSFUSABLE PRODUCTS PREPARED

+26%

CONTINUED

collected, along with other opportunities for bonus points during the school year.

The Blood Center implemented several data dashboards that were rolled out to the organization utilizing the data warehouse internally developed by the Information Technology team. The dashboards enabled the organization to provide increased and granular benchmarking information to our hospital customers and also improve the efficiency of operations through pinpointing performance shortfalls. The near, real-time data has enabled our entire team to make better and more informed decisions.

Toward the end of the 2021, MKBC made the strategic decision to shift donor testing services to the National Blood Testing Cooperative (NBTC), an organization that provides testing for more than 1.2 million donations, annually. The change is intended to provide improved service and a lower per test cost that will save the blood center more than \$350,000, annually. NBTC is a cooperative with more than a dozen blood centers operating the lab as owners, enabling oversight of the budget, future investments, and testing costs.



The "Cruise Aboard the Lifeline" signature fundraiser became a virtual event in 2020, and raised more than \$50,000. Proceeds went toward the purchase of automated blood equipment and blood mobiles. MKBC began planning the Blood Center's 50th Anniversary Celebration, which will take place on April 7, 2022. The event will recognize many heroes who have contributed to the success of MKBC, including 100 gallon milestone donors, hospital customers and organizations throughout the region. There will be other surprises at the event including the official arrival of our new MKBC mascot!

MKBC LOCAL LEADERS

Daniel Boone High School / East Penn Manufacturing / Fleetwood High School / Geisinger Medical Center / In Memory of Wayne Leibensperger & In Honor of Dennis Abruzzi / Kempton Excavating / Lehigh Valley Health Network - I-78 / Lehigh Valley Health Network - Muhlenberg / Lehigh University / Mister CarWash / Palmerton Community / Reading Hospital/Tower Health / St. Joseph the Worker Parish / St. Luke's Hospital – Bethlehem Campus / St. Luke's Hospital – Anderson Campus

June 30, 2021 YEAR-END NOTES

TOTAL HOSPITALS SERVED: 28 TOTAL TESTING CLIENTS SERVED: 4 TOTAL COMMUNITY DONORS REGISTERED: 66,105 TOTAL WHOLE BLOOD DONATIONS: 43,977

TOTAL AUTOMATED COLLECTION DONATIONS: 20,531 TOTAL SPECIAL COLLECTION DONATIONS: 408 TOTAL FIRST-TIME DONORS: 21,004

TOTAL TRANSFUSABLE BLOOD PRODUCTS PREPARED: 114,378 TOTAL BLOODMOBILE DRIVES: 1,236

HCSC-LINEN SERVICES

JAMES E. LISA PAPP RAMON S MELISSA 2 BRIGITTE DANNY RE TRISH HEN JONATHAN SHELLY RU DOUG WIL DANIELLE KEITH STI OLIVER JO THOMAS H LES LAFFA FAITH LOC CHRISTIN KEITH MO WILLIAM . SONIA TH DAVE WAT PAULA LAV PAULA LA PAULA LAV TIM DUNN DAVID ZAL IGREG GR VINCENT 7 DONALD E GINA CICI EUGENE G LISA HAAS ANTHONY PAUL PRE RHONDA (ROBERT T JOE GOYN PAUL HAR JANE DEW JERRY BUI

LINEN COORDINATOR & STANDARDIZATION COMMITTEE

E. BROWN, MHA	Abington Hospital Jefferson Health	JOHANNA REYES	Holy Cross Hospital	
PP	Alaris Health at Belgrove	CARLOS CASTRILLON, CEH	HSC Pediatric Center (The)	
SALOMON	Alaris Health at West Orange	JIM STOFFELS	Inspira Medical Center – Elmer	
A ZARFOS	Apple Hill Surgery Center	ELIZABETH IVINS	Jefferson – Bucks County Hospital	
E BUIE	Bacharach Rehabilitation Hospital	TROY WILLIAMS	Jefferson – Cherry Hill	
REBELO	Barnabas Health Behavioral Health Center	CHRISTINE CASPER	Jefferson – Frankford Hospital	
ENDRICKSON	Barnes-Kasson Hospital	JOHN COLMAN	Jennersville Hospital – Tower Health	
AN WEAVER	Brandywine Hospital – Tower Health	PHILLIP MASSEY	Jennersville Hospital – Tower Health	
RUSHBROOK	Capital Health – Hopewell	CHRISTOPHER NNADI	Jersey City Medical Center	
/ILMOT	Capital Health – Regional Medical Center	SALISU MOHAMMED	Jersey City Medical Center	
E VAN WERT	Centrastate Medical Center	RAY DUDA	Kessler Institute for Rehabilitation – North	
ТІТН	Chestnut Hill Hospital – Tower Health	MELISSA PUPILLO	Kessler Institute for Rehabilitation – West	
JOHNSON	Children's Specialized Hospital – Ocean	TONY McCRAY	Kessler Institute of Rehabilitation Hospital @ Marlton – Select	Med
HEALEY	Chilton Medical Center	PAUL WHALEN	Kessler Rehabilitation Hospital – Chester	
FAN	Community Medical Center – Toms River		CONTI	INUED
OCKWOOD	Deborah Heart and Lung Center			
NE JORDAN	Doylestown Hospital			
IOSLEY	Encompass Health Rehabilitation Hospital of Tinton F	alls	A CONTRACT OF A CONTRACT	
I JONES	Encompass Health Rehabilitation Hospital of Toms Riv	ver		
HOMPSON	Endless Mountains Health Systems		A CAMPAGE AND AND	
ATSON	Fairmount Behavioral Health System		A CONTRACT OF A	
AWSON	Fellowship Manor			
AWSON	Fellowship Terrace			
AWSON	Fellowship Villa		CONTRACTOR AND	
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Y CALABRO	Geisinger – Bloomsburg Hospital	2-3/2-1		1
RENDERGAST	Geisinger – Community Medical Center			
GEEDY	Geisinger – Lewistown Hospital			
THEW	Geisinger – Shamokin Area Community Hospital			
'NE	Geisinger – Wyoming Valley Medical Center			
RPER	Geisinger – Wyoming Valley Medical Center			
WITT	Hackettstown Medical Center			
UDWIG	Holy Cross Germantown Hospital			

KORI TEETS

MILLER-KEYSTONE BLOOD CENTER

DEBORAH MARASCO TAMMY GERMINI SHARON BURDICK MARTHA MARKS LISA DEBLASS NOREEN K. DRUCTOR LUCIA JONES DONNA COLE WILLIAM SIEMERS ANDREA VALLANCE **KATHERINE FABIAN** LAURA BAILEY LISA DEBLASS MELISSA GROHOTOLSKY MEGAN KOVACS POLLYANN MADURO SUSAN AMUNDSEN NANCY L. GOLLIE JENNIFER COLLINS CHRISTINE DOYLE LINDA TERRY KAREN SEMENSKY DIANE GUERERRO ALEXANDRIA MARTINEZ CASEY SOUSA **BETHANY THREN** LUCILLE HOUGH AJSHA NIKOCEVIC TRICIA VAUGHAN THERESA WEGRZYN DIANE AMEY CAROL MOTTO **COURTNEY GETZ** CYNTHIA HUNT MELANIE VANDERBECK ADRIENNE.MAZUR PATRICIA KILLIAN **KARYSSAANN COSTAGLIOLA KAREN DIETRICH** CHELSEA FARLING **NORINE SCHENCK KAITLYN REIS KAREN PAUL** KAHUL G. PATEL MELISSA GALLMOYER **CINDY HUFFMAN**

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KEVEN JONES DANIELLE DAMION JAIME PAREDES MATTHEW WILLIAMS JENNETTE STANARD CAROL RANDOLPH TEIA SPRINGER **REGINALD WILLIAMS** ANNA WILKINS RENEE FISCHL VICKY UNITIS **KYLE WARNING** TRUDY MOYER JOHNA PIERSON ERIC SANKOVSKY KEENEN HITE JEFFREY KLOSS CARL SHYGELSKI DAN LAIRD **BRENDA THEURER** RAYMOND SECHRIST ROBIN GLASS STEVE PETROVICH

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"HARD TIMES DON'T CREATE HEROES. IT IS DURING THE HARD TIMES WHEN THE 'HERO' WITHIN US IS REVEALED."

- BOB RILEY (politician)



BLOOD BANK SUPERVISORS COMMITTEE

Geisinger CMC Geisinger Lewistown Geisinger Lewistown Geisinger Geisinger Wyoming Valley Geisinger Wyoming Valley Grand View Health Hunterdon Healthcare Hunterdon Healthcare Hunterdon Healthcare LVHN – Cedar Crest LVHN – Hazleton LVHN – Hazleton LVHN - Muhlenberg LVHN – Schuylkill LVHN – Schuylkill LVHN – Schuylkill St. Luke's – Easton St. Luke's – Anderson St. Luke's – Anderson St. Luke's – Anderson St. Luke's – Allentown St. Luke's – Allentown St. Luke's - Bethlehem St. Luke's - Bethlehem St. Luke's - Bethlehem St. Luke's – Easton St. Luke's - Geisinger/Sacred Heart St. Luke's - Geisinger/Sacred Heart/Allentown St. Luke's – Gnaden St. Luke's – Gnaden St. Luke's - Miners St. Luke's - Miners St. Luke's – Monroe St. Luke's - Sacred Heart/Allentown St. Luke's - Upper Bucks St. Luke's - Upper Bucks/Easton St. Luke's – Warren St. Luke's – Warren Summit Medical Group Tower Health Tower Health

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Geisinger Geisinger Geisinger Grand View Health Hunterdon Healthcare Lehigh Valley Health Network Lehigh Valley Health Network St. Luke's – Allentown St. Luke's – Anderson St. Luke's - Bethlehem St. Luke's – Miners St. Luke's - Miners St. Luke's - Monroe St. Luke's – Quakertown St. Luke's - Warren Summit Medical Group Tower Health













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July 2020-June 2021 BOARDS OF DIRECTORS



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"A MENTOR ENABLES A PERSON TO ACHIEVE. A HERO SHOWS WHAT ACHIEVEMENT LOOKS LIKE."

- JOHN C. MATHER (scientist)



HCSC-BLOOD CENTER

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JOHN FISTNER

Founder & CEO

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MARTA GABRIEL

LAURIE HACKETT

DORAN HAMANN

Budget Administrator

AMANDA HAYNES, D.O.

Air Products

Geisinger

Regional Manager

Office of U.S. Senator Pat Toomey

Director of Community Relations

County of Northampton (retired)

Director of Transfusion Medicine

Division Director of Clinical Pathology,

Professional Services & Operations

D. KIP KUTTNER. D.O.

Medical Director

DANIEL J. MARCANTE

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Operating Officer

HCS Cooperative, Inc.

Miller-Keystone Blood Center

Vice President/

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ROCCO DELVECCHIO Regional President Fidelity Bank

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DAVID CAMARDELLA Vice President, Information Technology HCSC Enterprises, Inc.



STEPHEN A. GERGAR Vice President, Finance & Chief Financial Officer HCSC Enterprises, Inc.



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RAMI NEMEH Chief Operating Officer Miller-Keystone Blood Center



JOHN WILLSON Vice President, Fiscal Services Miller-Keystone Blood Center



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Network Vice President, Business Development & Strategy St. Luke's University Health Network

ADAM McMAHON

Business Development One Point – Corporate Environments

RON TICHO President

ADVANCE MarCom Strategies, LLC

LINDSAY WATSON Co-Founder

FIA NYC Employment Services



"A HERO IS REALLY ANY PERSON INTENT ON MAKING THIS A BETTER PLACE FOR ALL PEOPLE."

- MAYA ANGELOU (poet and activist)

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> HCSC-LINEN SERVICES 2171 28th St. SW Allentown, PA 18103

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3001 Cowan Ave. Baltimore, MD 21223

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1255 S. Cedar Crest Blvd. Allentown, PA 18103

Five City Center 740 Hamilton St. Suite 120 Allentown, PA 18101

Chrin Commons Building 2925 William Penn Hwy. Easton, PA 18045

400 Route 315, Suite E Pittston, PA 18640 2745A Leiscz's Bridge Rd. Reading, PA 19605

400 Main Boulevard East Suite 601 Ewing, NJ 08638

HCSC-AMBULATORY CARE DIVISION 759 Roble Rd. Suite 2 Allentown, PA 18109

FOR INFORMATION ABOUT HOSPITAL CENTRAL SERVICES, INC. OR ANY OF ITS AFFILIATES, CALL 610.791.2222 OR 1.800.444.HCSC (4272) OR VISIT OUR WEBSITE AT WWW.HCSC.ORG.