

# NIXON

M E D I C A L

APPAREL & LINEN SERVICE SPECIALISTS

# ARE YOU PAYING FOR MORE THAN YOU USE?



**A quick guide to spotting hidden costs,  
inflated minimums, and usage gaps  
in your linen billing.**

# WHEN YOUR USAGE DROPS, BUT YOUR BILL DOESN'T

If your inventory usage is low but your bill stays high, you're not alone.

We see this all the time when new healthcare centers share invoices from other vendors. On the surface, the numbers seem fine. But look a little closer, and the story changes.

Some billing models are designed to appear affordable, while quietly charging for far more than you actually use.

## We call that the usage gap.

It's the difference between what your team actually uses and what your invoice reflects. And if you're like many outpatient centers, that gap could be costing you week after week without you even realizing it.

## Here's how it happens, and what to watch for.

# WHAT TO LOOK FOR ON YOUR INVOICE

**Qty. Column**  
What your team **actually** used that week

**Min. Column**  
The number of pieces you're billed for, **whether they were used or not**

**Inv. Column**  
"Circulating inventory," which might include items **not even at your location**

Qty.	Min.	Inv.	
0	1	1	\$
1	10	20	\$0
59	200	400	\$0
158	480	960	\$0
0	20	40	\$0
2	20	40	\$0
4	0	10	\$
0	10	20	
0	0	1	

## EXAMPLE SCENARIO

This is the kind of mismatch we often see:

**Unit Price = \$0.09**

**Min. Billed = 480 pieces**

**Actual Usage = 158 pieces**

That \$0.09 rate might sound low until it's applied to hundreds of unused pieces. **That's when the real cost becomes clear.**

# WHY “LOW RATES” CAN STILL LEAD TO HIGH COSTS

## MINIMUMS THAT DON'T FLEX

*If you're using 30%, but paying for 100%, something's off.*

Some vendors lock in billing minimums that don't adjust to your actual needs. But outpatient volume changes week to week, so your billing should, too.

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## UNIT PRICES THAT MISLEAD

*A “low” rate can still lead to a high bill.*

A low unit price may look like a win, until it's multiplied by an inflated minimum. It's not just about cost-per-piece. It's what you're billed for in total.

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## INVENTORY THAT ISN'T THERE

*If it's not at your facility, why should you be charged for it?*

Some vendors charge for “circulating inventory” that may still be at their facility, in transit, or tied to other accounts.

## A BETTER BILLING MODEL

At Nixon Medical, we believe your billing should reflect your actual usage. That's why we use Flat Rate Billing where you only pay for what you need.



### FLAT RATE BILLING

(Nixon Medical)

- You only pay for the inventory we leave at your facility—no inflated costs.
- Deliveries are staggered throughout the week to match patient volume.



### CIRCULATING INVENTORY BILLING

(Other Vendors)

- You're billed for both the inventory at your facility and the inventory still being laundered.
- Unpredictable patient volume and fluctuating invoices can leave you understocked and overpaying.

# WHERE TRANSPARENT BILLING MEETS TRULY TAILORED SERVICE

Our billing model is just one part of our commitment to being **All About Service™**—a promise that guides every aspect of how we support outpatient centers. Because when it comes to apparel and linen service, you need a vendor that's purpose-built for the realities of outpatient care.

We're apparel and linen service specialists dedicated exclusively to outpatient care. We uphold the highest standards of service by providing the most reliable, responsive, and tailored experience to the healthcare centers we serve through:

## **ALL-IN PRICING**

*Inclusive pricing for predictability & peace of mind.*

- Loss-Damage Protection included
- No hidden fees or surprise charges
- Invoices tailored to actual usage

## **EXPERT INVENTORY MANAGEMENT**

*Right-fit inventory, driven by data and partnership.*

- No minimum par levels
- Guaranteed product availability
- Proactive reviews and right-sizing

## **ANYTIME ACCESS TO DEDICATED ROUTE SERVICE REPRESENTATIVES**

*Knowledgeable reps who know you & your needs.*

- Routes designed for continuity
- 100% outpatient specialists
- Direct, responsive communication

## **FREE SAME-DAY DELIVERIES**

*Rapid delivery support for the realities of outpatient care.*

- Fast delivery from nearby teams
- Built-in flexibility for the unexpected
- Guaranteed product availability

# GET A SIDE-BY-SIDE BILLING COMPARISON

We'd be happy to review a recent invoice with you to show a side-by-side view of how our billing approach better serves you.

**CONTACT US TODAY.**



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**nixonmedical.com**

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