SAVE 38% ON Oxygen Costs

TRUE CRIME STORIES: Healthcare FRAUD

There’s Buried Treasure INSIDE

FIND THE You Could WIN $200!

THE FUTURE OF Healthcare: Telehealth

HCCT Readers SAVE!

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MAY 2016

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We consider all submissions and are accepting new advertisers!
vmarquard@applied-inc.com
NEW OXYHOME™ STATIONARY CONCENTRATOR ELIMINATES COSTLY OXYGEN DELIVERIES TO HIGH FLOW PATIENTS

Westlake, OH | OxyHome™, a sister product to OxyGo®, a leading supplier of portable oxygen concentrators (POC), has introduced a new stationary oxygen concentrator (SOC), OxyHome 10 by Nuvo.

“This new concentrator bridges the gap between POC’s and large bulky oxygen tanks that take up way too much space and require needless servicing expense,” said Kevin Smith, OxyGo and OxyHome Director of Business Development. “This SOC makes many of those older, bulkier tanks look like oxygen dinosaurs,” Smith added.

Smith cites four key advantages of the new OxyHome stationary concentrator:

- It provides DME’s with big savings by eliminating costly gas or liquid oxygen deliveries to high flow patients.

- 10 lpm/20 psi oxygen delivery enables use of standard accessories and long tubing runs with no restriction of flow. OxyHome delivers 20 psi at 10 liters per minute—which can allow patients to attach accessories down line without losing liters. In comparison, most concentrators lose flow at 10 liters per minute, when a long hose or an accessory is placed down the line. OxyHome’s 20 psi ensures that patients get a full 10 liters, no matter what equipment is run off of OxyHome. This is extremely important for very sick patients who need a continuous high flow of oxygen.

- Addresses special applications such as the use of approved jet nebulizers, venti masks and nebulization with oxygen with oxygen, for both in-home-care and acute care environments.

- Double capacity to 20 lpm/20 psi is available by combining two OxyHome 10 units with a Y connector.

OxyHome and OxyGo are marketed by Applied, Inc., Westlake, OH, a well-known manufacturer of oxygen equipment to home healthcare providers.

Kevin Smith, Director of Business Development • 440.788.4109 • ksmith@applied-inc.com

There's BURIED TREASURE Inside!

YOU COULD WIN UP TO $200!

Reading Home HealthCare Today pays! In this issue, you have a chance to win up to $200 in Amazon Gift Cards! Seek and find the treasure chest, and email its location to: marketing@applied-inc.com for a chance to win $100.

PLUS a bonus contest! Go to our website and fill out an updated subscription form and be entered into a second contest to win an additional $100 Amazon Gift Card! (or see page 24 for mail-in form)

Hurry! — Both contests end 6/30/16.
OxySafe™

OxySafe is a thermal fuse designed to stop the flow of gas in the event that the downstream cannula or supply tubing is ignited. With OxySafe, the PVC tube is inclined to extinguish because PVC will not normally burn in air—offering healthcare providers a cost effective solution to lower the risk of serious patient injury in a dangerous oxygen fire.

It is never safe to smoke around oxygen, and OxySafe does not make it safe to smoke around oxygen. OxySafe should be placed as close to the patient as possible AND as close to the oxygen source as possible. This means that, ideally, you would outfit a patient with 2 OxySafes. This way you can protect the patient and others by protecting the oxygen source from fire.

OxySafe™ Nasal Cannula Kit
OxySafe with hose barb connections and OxySafe’s unique 2” nasal cannula. Bag of 25.

# 1109-2020

OxySafe™ Concentrator & Regulator Kit
Includes OxySafe with hose barb connections and 2” tubing connector with female trumpet ends. Bag of 25.

# 1109-2017

OxySafe™ Complete Patient Kit
Kit includes two OxySafe units, one 2” tubing connector, and one 2” nasal cannula. (1 each of #1109-2020 and #1109-2017). Bag of 25.

# 1109-2222

DID YOU KNOW?
Most VA Patients require OxySafe™ on both their cannula and concentrator / tank.
Everyone loves a new car smell. But it never lasts long.

The same is true of many oxygen concentrators.

If you are in the business of renting medical equipment, chances are you have picked up some pretty foul, nose wrinkling, “insert your own adjective here”—equipment during your tenure. I believe the number one piece of offensive smelling equipment is the oxygen concentrator that reeks of…yes, cigarette smoke. Whether it’s the patient smoking when off oxygen (you hope),…or family members in the same household smoking, that smell permeates the insides of the concentrator and may make it impossible to use with another patient.

Odors can be very tough to get out. But there is a way to remove them relatively quickly and painlessly without taking hours of your equipment cleaning tech’s time.

I used to work at a very large hospital system homecare company that dealt with respiratory related patients. We did not have to handle hospital beds, wheelchairs or bent metal. We primarily worked with oxygen concentrators, suction machines, aerosol machines, cough assist devices and many CPAP machines.

It was not uncommon to pick up a returned concentrator or a CPAP machine that would have an odor so bad the CPAP could in no way be given to another patient. My service techs would run these machines day and night in the hope that the smell would subside. But that wish usually proved futile. There were many times, in our earlier days, where we would just throw out the equipment.

Then my wife and I rescued a beautiful Siamese cat. We found out shortly after adopting her that she had a terrible cough. She would cough 5 or 6 times a day so hard that she barely could take a breath.

As luck would have it, I heard on the radio about an air purifier that would take all impurities out of the air and make the air fresh to breathe. I looked into this product and asked for a demo. The salesman took a handkerchief and dunked it in ammonia. As he put that cloth within a foot of my face, I could definitely smell a strong ammonia odor. Then he draped it over the air purifier and within 2 minutes the ammonia smell was completely gone from the handkerchief.

Seeing is believing! I bought the air purifier and from that day on, our cat never coughed again. I figured it must be working because I knew this cat could not fake how much better she was feeling.

It worked so well with the cat that I bought a much heavier duty commercial grade air purifier for work. This was an ionizer air purifier with three ionizing plates that put a positive charge to the air that passed through it, converting that air into O₃ (ozone). In our warehouse, we took a large cardboard box, put a couple of venting holes in it, then placed it over foul smelling concentrators, along with the ionizer under the box. Usually, in a couple hours’ time, the smell was completely gone. There were occasions where we kept the machine running longer for really tough smells but using the 3 plate ionizer, we never had a smell we couldn’t eradicate.

We have saved thousands of dollars through the years and the cost of the ionizer (which was about the cost of a concentrator) was well worth it.

I am not in the business of selling ionizers, and I don’t represent any particular brand of ionizer. I will tell you that ours was silver in color and had three ionizer plates versus one plate, which most units have. You can search on the web for ionizer air purifiers and probably find this unit. If you cannot find it, but are interested in using this technology to salvage some of your equipment, you can email me at bmquown@applied-inc.com and I will be happy to send you information as to where you can find this item.

Sincerely,

Bob McQuown, R.R.T.
Manager of Clinical Resources
Applied Home Healthcare Equipment
bmquown@applied-inc.com

SHARE YOUR STORY

How do you keep equipment “fresh” for new rentals?

Send an email to: bmquown@applied-inc.com
Q: What’s missing from this picture?

A: The TANKS! (also accepted: “the delivery guy”)

OxyGo® Portable Oxygen Concentrator gives patients oxygen without tanks… and without deliveries!

- FAA approved
- 5 intelligent pulse flow settings
- 1,050 ml output
- 4.8 lbs
- 39 decibels (at setting 2)

Keep Going.

888-327-7301
www.oxygo.life
R estoring your patients’ freedom and control of their day is a big part of what makes the OxyGo® so special. Patients can power an OxyGo by plugging it into a wall outlet, DC outlet in their car, or for hours at a time with each rechargeable battery.

The OxyGo makes jumping in the car to run errands or taking a weekend trips easy. Users can come and go as they please without having to switch equipment. Patients can even take long trips that they never thought possible! The OxyGo is made to follow your patients anywhere... whether it’s around town, on the road, or on a cruise.

Weighing in at less than 5 pounds, and with an exceptional battery life, the OxyGo is completely wearable.

- Up to 9.0 hours of battery life with optional double battery
- Only 4.8 lbs. — including the battery!
- No carts or tanks required
- FAA-approved for domestic and international air travel

Give us a call to learn more about how OxyGo can keep your patients going, and keep your costs down!

888-327-7301 | orders@applied-inc.com

See How OxyGo® Outperforms The Competition...

<table>
<thead>
<tr>
<th></th>
<th>OxyGo® single cell battery</th>
<th>OxyGo® double cell battery</th>
<th>Respironics SimplyGo Mini® std. battery</th>
<th>Respironics SimplyGo Mini® ext. battery</th>
<th>Inova Labs LifeChoice Activox 4L°</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>O₂ Capacity</strong></td>
<td>1,050 ml/min</td>
<td>1,050 ml/min</td>
<td>1,000 ml/min</td>
<td>1,000 ml/min</td>
<td>450 ml/min</td>
</tr>
<tr>
<td><strong>FAA Approved</strong></td>
<td>YES</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td>YES</td>
</tr>
<tr>
<td><strong>Single Solution</strong></td>
<td>YES</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
</tr>
<tr>
<td><strong>User Replaceable Batteries</strong></td>
<td>YES</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
</tr>
<tr>
<td><strong>Intelligent Delivery Technology:</strong> Flow Settings: 1,2,3,4,5</td>
<td>YES</td>
<td>YES</td>
<td>NO</td>
<td>NO</td>
<td>NO</td>
</tr>
<tr>
<td><strong>Weight</strong></td>
<td>4.8 lbs.</td>
<td>5.8 lbs.</td>
<td>5.0 lbs.</td>
<td>6.0 lbs.</td>
<td>4.8 lbs.</td>
</tr>
<tr>
<td></td>
<td>2.2 kg.</td>
<td>2.6 kg.</td>
<td>2.3 kg.</td>
<td>2.7 kg.</td>
<td>2.0 kg.</td>
</tr>
<tr>
<td><strong>Battery Duration</strong></td>
<td>UP TO 4.5 hours</td>
<td>UP TO 9.0 hours</td>
<td>UP TO 4.5 hours</td>
<td>UP TO 9.0 hours</td>
<td>UP TO 8.25 hours</td>
</tr>
<tr>
<td><strong>Sound Level at setting 2</strong></td>
<td>39 dB.</td>
<td>39 dB.</td>
<td>43 dB.</td>
<td>43 dB.</td>
<td>44 dB.</td>
</tr>
</tbody>
</table>

View the clinical studies: www.bitly.com/OxyGoClinical
Accessorize
AND BUILD THE PERFECT OXYGO SYSTEM

1. SINGLE CELL BATTERY
Rechargeable Lithium-Ion
#1400-1010-8

DOUBLE CELL BATTERY
Rechargeable Lithium-Ion
#1400-1010-16

2. DESKTOP BATTERY CHARGER
with power supply. Includes charger
and power supply with AC power
cord. #1400-1030

3. DC POWER SUPPLY
#1400-1050

4. AC POWER SUPPLY
Includes power supply and AC
power cord. #1400-1040

5. MARK 5 NUVO LITE
Stationary Oxygen Concentrator.
5 Liter Oxygen concentrator with
O₂ monitor. Flow Settings: 1, 2, 3,
4 and 5 lpm. #1400-5050

6. BACKPACK
#1170-1420

7. ACCESSORY BAG
#1170-1445

8. CARRYING CASE
#1170-1410
Checking the hours of operation on the OxyGo® POC

While the OxyGo POC is operating, press and hold the Alarm Bell Button for 5 seconds. The concentrator’s display will show the hour meter, the unit’s serial number, and the software version installed on the device.

Checking oxygen concentration on the OxyGo® POC

The oxygen concentration can be checked using an oxygen analyzer. The concentrator should be run for 10 minutes before measuring the oxygen concentration. If the concentrator has not been used for more than 2 weeks, the concentrator should be run for a minimum of 30 minutes to allow for adjustments to the operating parameters prior to measuring the oxygen concentration.

Putting the OxyGo® POC into “auto-pulse mode” in order to check oxygen concentration

1. With the OxyGo POC off, plug in external power to the concentrator. (Do not turn unit on)
2. Simultaneously press and hold the “alarm bell” and the “light” buttons for 5 seconds.
3. The administrative mode menu will show normal. Press the “+” button until the LCD reads “Auto Pulse”.
4. Press the “alarm bell” button once and the unit will show 17 BPM. Press the “+” or “-” button to change the rate to either 10, 17, or 25 BPM.
5. Press the “alarm bell” button once and the unit will begin auto pulsing at the selected rate.
6. Power off unit to exit auto pulse mode.

OxyGo Battery Duration

<table>
<thead>
<tr>
<th>Setting</th>
<th>8 Cell Battery*</th>
<th>16 Cell Battery*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Setting 1</td>
<td>4.5 hours</td>
<td>9.0 hours</td>
</tr>
<tr>
<td>Setting 2</td>
<td>4.0 hours</td>
<td>8.5 hours</td>
</tr>
<tr>
<td>Setting 3</td>
<td>3.0 hours</td>
<td>6.0 hours</td>
</tr>
<tr>
<td>Setting 4</td>
<td>2.0 hours</td>
<td>4.0 hours</td>
</tr>
<tr>
<td>Setting 5</td>
<td>1.7 hours</td>
<td>3.3 hours</td>
</tr>
</tbody>
</table>

*Based on 17 BPM
Healthcare continues to grow as a significant component of U.S. gross domestic product (GDP). In fact, according to the Bureau of Economic Analysis (BEA), in 2014 healthcare accounted for 17.5% of the entire U.S. GDP and that share is showing signs of continuing to grow significantly.

$3.0 TRILLION

Between 2014 and 2024, HALF of the fastest growing occupations will be in the healthcare field. Some of the most promising careers include: Occupational therapy assistants, Physical therapist assistants, Physical therapist aides, Home health aides, and Nurse practitioners. Currently, the U.S. healthcare sector employs…
FREE Freight + FREE Customization!

DID YOU KNOW?...
Investing in your brand is often the best investment you can make! Get more name recognition, referrals, and always get your equipment back with Applied’s Custom Branding Program!

Mini Click Stop Regulator

<table>
<thead>
<tr>
<th>Part #</th>
<th>Description</th>
<th>QTY</th>
<th>Price (each)</th>
<th>Freight</th>
<th>Imprint</th>
</tr>
</thead>
<tbody>
<tr>
<td>1109-2028C</td>
<td>Mini Click Regulator, 0-8 LPM</td>
<td>20–80</td>
<td>$10.99</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2028C</td>
<td>Mini Click Regulator, 0-8 LPM</td>
<td>100–180</td>
<td>$10.50</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2028C</td>
<td>Mini Click Regulator, 0-8 LPM</td>
<td>200–480</td>
<td>$10.00</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2028C</td>
<td>Mini Click Regulator, 0-8 LPM</td>
<td>500+</td>
<td>$9.75</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2029C</td>
<td>Mini Click Regulator, 0-15 LPM</td>
<td>20–80</td>
<td>$11.99</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2029C</td>
<td>Mini Click Regulator, 0-15 LPM</td>
<td>100–180</td>
<td>$10.50</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2029C</td>
<td>Mini Click Regulator, 0-15 LPM</td>
<td>200–480</td>
<td>$10.00</td>
<td>FREE</td>
<td>FREE</td>
</tr>
<tr>
<td>1109-2029C</td>
<td>Mini Click Regulator, 0-15 LPM</td>
<td>500+</td>
<td>$9.75</td>
<td>FREE</td>
<td>FREE</td>
</tr>
</tbody>
</table>

OxyPulse™ Conserver

# 1210-0300
The OxyPulse™ is a single lumen conserver with a CGA 870 connection. It includes one adult single lumen cannula. Conserving flows: 1, 2, 3, 4, 5 lpm pulse settings.

Your Price = $119.45 each (Quantity pricing available)
Label Remover 3G

1 Gallon #1109-5520
Cases of 4, priced individually
Your Price = $43.17

32 oz. Bottle #1109-5521
Cases of 12, priced individually
Your Price = $22.89

120 ct. Wipes #1109-5524
Cases of 6, priced individually
Your Price = $18.92

Oxygen Equipment Cleaner
Meets requirements for CGA (O2-DIR listed) oxygen cleaning solutions when used as directed, with instructions and SDS.

1 Gallon #1100-0026-1
Cases of 4, priced individually
Your Price = $43.17

32 oz. Bottle #1100-0021
Cases of 12, priced individually
Your Price = $22.89

120 ct. Wipes #1100-0022-1
Cases of 6, priced individually
Your Price = $18.92

Concentrator Cleaner
Leaves no residue and fast drying. No rinsing needed. Biodegradable, USDA approved. No VOCs, CFCs, chlorinated solvents, phosphates, alcohol, ammonia, acids or abrasives. No flashpoint. Pleasant fragrance. Made in the USA.

1 Gallon #1109-5527
Cases of 4, priced individually
Your Price = $14.22

32 oz. Spray Bottle #1109-5529
Cases of 12, priced individually
Your Price = $7.48

120 ct. Wipes #1109-5528
Cases of 6, priced individually
Your Price = $9.39

Cylinder Surface Cleaner 2.0
Leaves no residue and fast drying. No rinsing needed. Biodegradable, USDA approved. No VOCs, CFCs, chlorinated solvents, phosphates, alcohol, ammonia, acids or abrasives. No flashpoint. Pleasant fragrance. Made in the USA.

1 Gallon #1100-0130
Cases of 4, priced individually
Your Price = $33.92

32 oz. Bottle #1100-0134
Cases of 12, priced individually
Your Price = $22.51

120 ct. Wipes #1100-0132
Cases of 6, priced individually
Your Price = $11.33
## Cylinder Basics

<table>
<thead>
<tr>
<th>Common Name</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
<th>Jumbo D</th>
<th>H</th>
</tr>
</thead>
<tbody>
<tr>
<td>Diameter (in)</td>
<td>3.2</td>
<td>4.3</td>
<td>3.2</td>
<td>4.3</td>
<td>4.3</td>
<td>5.3</td>
<td>4.3</td>
</tr>
<tr>
<td>Height (in) to bottom of post valve</td>
<td>8.5</td>
<td>7.6</td>
<td>11.5</td>
<td>11</td>
<td>16.5</td>
<td>16.5</td>
<td>25.5</td>
</tr>
<tr>
<td>Empty Weight (lbs)</td>
<td>1.6</td>
<td>2.8</td>
<td>2.2</td>
<td>3.3</td>
<td>3.7</td>
<td>5.3</td>
<td>8</td>
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<tr>
<td>Capacity (L)</td>
<td>113</td>
<td>165</td>
<td>164</td>
<td>198</td>
<td>255</td>
<td>425</td>
<td>640</td>
</tr>
<tr>
<td>Capacity (cu ft)</td>
<td>3.99</td>
<td>5.83</td>
<td>5.79</td>
<td>6.99</td>
<td>9.00</td>
<td>15.01</td>
<td>22.60</td>
</tr>
<tr>
<td>Transport Method</td>
<td>bag</td>
<td>bag</td>
<td>bag</td>
<td>bag</td>
<td>bag</td>
<td>bag</td>
<td>bag / cart</td>
</tr>
<tr>
<td>Common Valve / Regulator Type</td>
<td>CGA 870</td>
<td>CGA 870</td>
<td>CGA 870</td>
<td>CGA 870</td>
<td>CGA 870</td>
<td>CGA 870</td>
<td>CGA 870</td>
</tr>
<tr>
<td>Minutes of Oxygen (at 2 lpm)</td>
<td>48</td>
<td>70</td>
<td>70</td>
<td>84</td>
<td>108</td>
<td>181</td>
<td>272</td>
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<tr>
<td>Service Pressure</td>
<td>2216</td>
<td>2015</td>
<td>2216</td>
<td>2015</td>
<td>2015</td>
<td>2216</td>
<td>2216</td>
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<tr>
<td>Pallet Size</td>
<td>144</td>
<td>81</td>
<td>144</td>
<td>81</td>
<td>81</td>
<td>72</td>
<td>81</td>
</tr>
<tr>
<td>Applied Pallet Part Number</td>
<td>3000</td>
<td>3004</td>
<td>3001</td>
<td>3007</td>
<td>3005</td>
<td>3009</td>
<td>3011</td>
</tr>
<tr>
<td>Applied 6-Pack Part Number</td>
<td>3000 PK</td>
<td>3004 PK</td>
<td>3001 PK</td>
<td>3007 PK</td>
<td>3005 PK</td>
<td>3009 PK</td>
<td>3011 PK</td>
</tr>
<tr>
<td>FREE Shipping?</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
<td>YES</td>
</tr>
</tbody>
</table>

**How Many Cylinders From Liquid?**

L in Dewar \( \times 0.80 \) = # of E Cylinders

# of E Cylinders \( \times 4 \) = # of M6 Cylinders

*(calculations are approximate)*

---

Free shipping by pallet only

No free shipping on 6-packs of: M150, M122, M90, M60, Jumbo D
Battling Healthcare FRAUD

The Hunt to Capture OIG’s “Most Wanted” Fugitives

The Office of the Inspector General, headed by Daniel R. Levinson, has reported a number of recent successes in its battle against healthcare fraud. Levinson oversees more than 1,500 auditors, evaluators, investigators and lawyers who watch over the nation’s more than one trillion dollar annual investment in its federal health and human services program.

by Rob Saltzstein, Contributing Editor

2016 has been a big year for capturing fugitives on the OIG most wanted list.

The month of January was especially productive with three on the list captured and detained. The Miami area continues to be one of the areas where Medicare fraud is most rampant. According to the OIG website, three of the captured were in the South Florida region.

**CAPTURED:**
**Manuel Rodriguez Garcia**

On January 19, 2016, Manuel Rodriguez Garcia was apprehended at Miami International Airport.

Rodriguez was indicted on November 2015 on charges of conspiracy to commit health care fraud and wire fraud, health care fraud, and conspiracy to defraud the United States and pay health care kickbacks. Investigators believe that Rodriguez and his co-conspirators falsely billed Medicare for millions of dollars for home health care services that were never provided or were medically unnecessary.

**CAPTURED:**
**Sandy De La Fe**

On January 8, 2016, OIG Most Wanted Fugitive Sandy De La Fe was apprehended at the Miami International Airport. De La Fe was indicted in July 2013 on 16 counts of health care fraud. Investigators believe that De La Fe participated in a prescription drug fraud scheme that bilked Medicare out of millions of dollars.

As a result of these false claims, Medicare paid approximately $2.8 million in reimbursement. De La Fe and his co-conspirators diverted the proceeds from this scheme. De La Fe fled to Cuba and remained a fugitive at large until his arrest.

**CAPTURED:**
**Maelis Yanet Porto Fernandez**

On January 11, 2016, OIG fugitive Maelis Yanet Porto Fernandez was apprehended in the Miami area. On October 9, 2015 Fernandez was charged by criminal complaint for offering and paying health care kickbacks. A warrant for her arrest was also issued on that day.

Fernandez worked as a patient recruiter at many Miami area pharmacies, including O.M.G. Pharmacy Discount,
Inc., Ultra Medical Services, Inc., and other Miami-Dade County pharmacies. Investigators believe that Fernandez participated in a prescription drug fraud scheme in which she was personally paid kickbacks, and also was in charge of the patient recruiters and would pay them for referring Medicare beneficiaries to the pharmacy.

On the run and on the OIG Most Wanted list, here are four fugitives that Home HealthCare TODAY has spotlighted If you have any information on these fugitives, please call 1-888-476-4453.

**WANTED:**

**Armando "Ana" Zamora**

In July 2004, Armando "Ana" Zamora was indicted on charges of health care fraud conspiracy and health care fraud. Investigators believe that Zamora and her co-conspirators received approximately $550,000 in reimbursement from Medicare for the cost of durable medical equipment (DME) and other related items and services that were either medically unnecessary or were never provided. She is believed to be residing in Central or South America.

**WANTED:**

**Firas Alky**

On September 11, 2012, Firas Alky was indicted on charges of health care fraud conspiracy and conspiracy to pay and receive health care kickbacks. Investigators believe that Alky and his co-conspirators submitted millions in false claims to Medicare for home health services and other medical services that were either medically unnecessary and/or were not actually provided.

Alky jointly operated and controlled Associates in Home Care, Inc.; ABC HomeCare, Inc.; and Swift Home Care, LLC. These Michigan-based companies were part of an even larger home health care fraud network that included over 30 companies that purportedly provided Medicare beneficiaries with home health services. Alky and his co-conspirators received $31.2 million in reimbursement for these false claims and then transferred and disbursed the funds to themselves and others. Investigators believe that Alky fled the United States in 2012 and may be residing in Iraq.

**WANTED:**

**Nuritsa Grigoryan**

On February 18, 2014, Nuritsa Grigoryan was convicted on charges of health care fraud conspiracy, aggravated identity theft, conspiracy to misbrand pharmaceutical drugs, false statements to the Federal Government, and conspiracy to use other persons’ identification documents in furtherance of fraud. Grigoryan, along with co-conspirators Dr. Kenneth Johnson and Artak Ovsepian, were found guilty for their roles in a $20 million health care fraud scheme involving fraudulent prescriptions for expensive antipsychotic drugs.

Grigoryan was scheduled to be sentenced in June 2014. She was released after trial and ordered to wear an ankle monitor. Investigators believe that Grigoryan removed her ankle monitor. Grigoryan may be residing in a hidden location in the greater Los Angeles area or may have fled to Armenia after recently obtaining travel documents from the Armenian Consulate. Ovsepian is currently in custody and awaiting sentencing while Johnson is being monitored before being sentenced.

**WANTED:**

**Conrado Dizon Lopez, Jr.**

On December 23, 2014, Conrado Lopez was indicted on charges of health care fraud, conspiracy to commit health care fraud, false claims, false statements related to health care matters, and falsification of records. Lopez is a licensed physical therapist and owner of Total Rehab in Brooklyn, NY.

According to the indictment, between approximately March 2009 and November 2011, providers at Total Rehab submitted and caused to be submitted approximately $9.8 million in claims to Medicare and approximately $8.6 million in claims to Medicaid. During approximately that same period, Lopez was identified as the rendering provider on claims submitted to Medicare totaling approximately $1.8 million and on claims submitted to Medicaid totaling approximately $1 million.

Flight records show that Lopez fled the United States and investigators believe that he is in the Philippines or the United Arab Emirates. He remains a fugitive at-large.
E-Cart Blow Out

SALE

Chrome cylinder cart with adjustable handle. Holds 1 D/E cylinder. Sold in quantities of 4. Includes odor-free handle and heavy duty black wheels.

# 1100-1911

Sale Price = $8.88 each

When purchasing in multiples of 4.

Individual Price = $24.99 each

Did You Know...

A common accreditation violation is drivers improperly handling cylinders on delivery. The most common violation is one that you might not witness! On deliveries, accreditors are writing up drivers who mishandle cylinders.

Failure to follow DOT requirements can result in fines of $2,100 or more. Make sure you’re compliant!
**Plastic Valve Seals**

**OXYLOK**

*Large Plastic Valve Seal*
White, Bag of 1,000

# 1109-0048
Was $85.00  Your Price = $76.50

**OXYLOK MINI**

*Small Plastic Valve Seal*
White, Bag of 1,000

# 1109-0053
Was $75.00  Your Price = $67.50

**Wet Bands**

*Standard Size Cellulose Wet Bands*
30.5 mm x 25 mm.

# 1109-0014
Bucket of 1,000
Was $77.06  Your Price = $87.53

# 1109-0019
Bucket of 2,500
Was $176.53  Your Price = $158.87

# 1109-0074
Bucket of 4,000
Was $339.48  Your Price = $225.17

# 1109-0075
Bucket of 11,500
Was $669.24  Your Price = $512.31

**Lot Stickers**

*OXYMARK Lot Stickers*
750 per roll

# 1109-0002
Blank
Was $49.95  Your Price = $17.96

# 1109-0002A
Lot and Exp. Date
# 1109-0002B
Lot and Liter
Was $49.95  Your Price = $17.96

**Quick Connectors**

*High Speed OXYFILL Oxygen Quick Connector* (1/2" NPT)

# 1109-9932-1
Was $144.99  Your Price = $130.40

**Calibrations**

*NEW High Pressure Gauge* (with calibration)

# 1120-0057C
Was $58.54  Your Price = $52.69

*NEW Vacuum Gauge* (with calibration)

# 1110-0420C
Was $58.54  Your Price = $52.69

*NEW Digital Thermometer* (with calibration)

# 1108-0115-1C
Was $76.66  Your Price = $68.99

**Washers**

*Multiple Use Brass & Viton Yoke Washers* (Bag of 50)

# 1109-1017
Was $48.00  Your Price = $43.20

*Single Use Nylon Yoke Washers* (Bag of 1,000)

# 1109-0068
Was $46.27  Your Price = $36.22

**OXYMARK Replacement Ink Roller**

# 1109-0002IR
Was $6.38  Your Price = $5.74
There are no shortcuts that work well to grow a DME business. But there are common sense business practices that help set the table for greater sales and profits.

Consider using already available OxyGo® marketing materials to reach out and bring in new customers. This is especially true in the fast growing and highly competitive market for portable oxygen concentrators.

“Some companies do a much better job than others in providing POC marketing support and OxyGo is one of the best,” said Marc Gordon, owner of NewTec Medical Equipment, LLC, Toms River, NJ. Marc has been in the DME business for thirty years and has been running an OxyGo print ad in auto owner targeted AAA World Magazine with good results.

“OxyGo supplied the print ad and customized it with my company name and contact information at no cost to me. There are other POC companies out there that consider me too small to help with marketing aids. OxyGo is definitely not one of them and their battery life gives my customers longer lasting and more reliable performance. No one can touch them,” Marc added.

At Max Medical Specialties, Inc. in Jonesborough, TN, Lance McAmis has incorporated a commercial supplied to him by OxyGo into his website, maxmedicalinc.com. “We are targeting baby boomers and building up our website. We have had the commercial up since January and I can tell it’s helping us sell concentrators, along with our other social media efforts on Facebook and Twitter. Overall response has been good and I want to be sure we use all the tools in the toolbox,” said Lance, who, along with his dad, Roger, has been a full line DME since 1987.

OxyGo offers its DME providers strong marketing support, most of it free. Just ask an OxyGo rep. There is a nominal charge for custom made TV/website commercials, but no charge at all for customized print ad material for magazines, newspapers, websites, etc.

Available marketing material for DME’s from OxyGo, in addition to print ads:

- **OxyGo Patient Trifolds — FREE!**
  Supplied to DMEs upon request to display and hand out to patients that are interested in portable oxygen concentrators. Pictured in this article is a custom trifold with a company name, logo, and contact information.

- **OxyGo Provider Brochures — FREE!**
  The OxyGo Provider brochure is a 4-page brochure for use in a doctor’s office or DME showroom. It’s packed with helpful information on OxyGo specifications, different production options and accessories.

- **OxyGo Posters and Banners — FREE!**
  These are customized and make it easy for a physician to prescribe just the right OxyGo and flow setting required.

- **OxyGo Custom Commercials**
  Available in 30 second, 60 second and 120 second time segments. All include HME logo, address, phone number in running tag on bottom and lead out. **Nominal charge.**
CALIBRATIONS... Are you up to date?

FDA guidance requires that filling equipment be calibrated at specific intervals, depending on the type of equipment. Annual calibration should be to NIST standards, which stands for National Institute of Standards and Technology. Don’t forget you need to document all calibration!

<table>
<thead>
<tr>
<th>Instrument</th>
<th>Calibrate Every Fill Day</th>
<th>Calibrate Annually</th>
<th>Rec. Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacuum Gauges</td>
<td><img src="image1" alt="Vacuum Gauge" /></td>
<td>✔️</td>
<td>NIST</td>
</tr>
<tr>
<td>Thermometers</td>
<td><img src="image2" alt="Thermometer" /></td>
<td>✔️</td>
<td>NIST</td>
</tr>
<tr>
<td>High Pressure Gauges</td>
<td><img src="image3" alt="High Pressure Gauge" /></td>
<td>✔️</td>
<td>NIST</td>
</tr>
<tr>
<td>Servomex</td>
<td><img src="image4" alt="Servomex" /></td>
<td>✔️</td>
<td>Manufacturer</td>
</tr>
</tbody>
</table>

Low pressure gauges and flow meters used in liquid to liquid do not require calibration.

*Specifically, according the manufacturer’s recommendations. Most manufacturers recommend annual calibration.

FDA guidance requires that filling equipment be calibrated at specific intervals, depending on the type of equipment. Annual calibration should be to NIST standards, which stands for National Institute of Standards and Technology. Don’t forget you need to document all calibration!

Send Us Your Equipment:

- **Vacuum Gauge**
  - # 1120-0058V
  - Was $53.95
  - Now = $45.86

- **Thermometer**
  - # 1120-0058TH
  - Was $59.87
  - Now = $59.39

- **High Pressure Gauge**
  - # 1120-0058HP
  - Was $58.95
  - Now = $45.86

- **Servomex**
  - # OF-936
  - Now = $450.00

Get NEW Equipment:

- **Vacuum Gauge**
  - # 1110-0420C
  - Was $58.64
  - Now = $52.69

- **Thermometer**
  - # 1108-0115-1C
  - Was $76.66
  - Now = $68.99

- **High Pressure Gauge**
  - # 1120-0057C
  - Was $58.64
  - Now = $52.69

- **Servomex Loaner**
  - # OF-935
  - Now = $60.00 per week
<table>
<thead>
<tr>
<th>#</th>
<th>Description</th>
<th>Dimensions</th>
<th>Original Price</th>
<th>Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 #1100-1931</td>
<td>Holds 4 cylinders.</td>
<td>8 ⅜&quot; H x 8&quot; D x 8&quot; W</td>
<td>$26.50</td>
<td>$23.85</td>
</tr>
<tr>
<td>2 #1100-1927</td>
<td>Holds 24 cylinders.</td>
<td>36 ⅜&quot; H x 32&quot; D x 15½&quot; W</td>
<td>$224.20</td>
<td>$201.78</td>
</tr>
<tr>
<td>3 #1100-1933</td>
<td>Holds 8 cylinders.</td>
<td>8 ⅜&quot; H x 8&quot; W x 15½&quot; L</td>
<td>$41.53</td>
<td>$37.38</td>
</tr>
<tr>
<td>4 #1100-1946</td>
<td>Holds 6 cylinders.</td>
<td>15½&quot; H x 7¾&quot; W x 11¾&quot; L</td>
<td>$40.82</td>
<td>$36.74</td>
</tr>
<tr>
<td>5 #1100-1937</td>
<td>Holds 12 cylinders.</td>
<td>8 ¾&quot; H x 12&quot; W x 15½&quot; L</td>
<td>$66.70</td>
<td>$60.03</td>
</tr>
<tr>
<td>6 #1100-1924</td>
<td>Holds 6 cylinders.</td>
<td>39½&quot; H x 13&quot; D x 12½&quot; W</td>
<td>$67.62</td>
<td>$60.77</td>
</tr>
<tr>
<td>7 #1100-1846</td>
<td>Holds 60 cylinders.</td>
<td>40&quot; H x 39&quot; D x 23&quot; W</td>
<td>$304.89</td>
<td>$271.70</td>
</tr>
</tbody>
</table>

Don’t see the rack or cart you need?
**CHECK US OUT ONLINE!**
### C/D/E

<table>
<thead>
<tr>
<th></th>
<th>#</th>
<th>Holds</th>
<th>Dimensions</th>
<th>Original Price</th>
<th>Your Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1100-1901</td>
<td>1 cylinder</td>
<td>7” H x 9” L x 9 ½” W</td>
<td>$23.04</td>
<td><strong>Your Price = '20.71</strong></td>
</tr>
<tr>
<td>2</td>
<td>1100-1958</td>
<td>24 cylinders</td>
<td>8 ¼” H x 39” L x 14 ½” W</td>
<td>$156.70</td>
<td><strong>Your Price = '141.03</strong></td>
</tr>
<tr>
<td>3</td>
<td>1100-1935</td>
<td>8 cylinders</td>
<td>8 ¼” H x 19 ½” L x 9 ¾” W</td>
<td>$49.27</td>
<td><strong>Your Price = '44.34</strong></td>
</tr>
<tr>
<td>4</td>
<td>1100-1936</td>
<td>6 cylinders</td>
<td>8 ⅜” H x 10” L x 15” W</td>
<td>$44.92</td>
<td><strong>Your Price = '39.89</strong></td>
</tr>
<tr>
<td>5</td>
<td>1100-1923</td>
<td>6 cylinders</td>
<td>39 ½”H x 16 ½” L x 13 ¾” W</td>
<td>$77.21</td>
<td><strong>Your Price = '69.49</strong></td>
</tr>
<tr>
<td>6</td>
<td>1100-1920</td>
<td>12 cylinders</td>
<td>8.375”H x 20” L x 15” W</td>
<td>$83.53</td>
<td><strong>Your Price = '75.18</strong></td>
</tr>
<tr>
<td>7</td>
<td>1100-1911</td>
<td>1 cylinder</td>
<td>Includes odor-free handle and heavy duty black wheels.</td>
<td>$24.99</td>
<td><strong>Your Price = '8.88 each</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>LOWEST PRICE EVER!</strong></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td><strong>Pricing is for multiples of 4</strong></td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>1100-1926</td>
<td>12 cylinders</td>
<td>36 ¾” H x 20” L x 22” W</td>
<td>$181.90</td>
<td><strong>Your Price = '163.71</strong></td>
</tr>
<tr>
<td>9</td>
<td>1100-1885</td>
<td>24 cylinders</td>
<td>45” H x 31 ½” L x 21 ½” W</td>
<td>$317.23</td>
<td><strong>Your Price = '285.51</strong></td>
</tr>
</tbody>
</table>
# U.S. DOT COMPLIANT VAN RACKS

<table>
<thead>
<tr>
<th>Item</th>
<th>Code</th>
<th>Description</th>
<th>Dimensions</th>
<th>Original Price</th>
<th>Discounted Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>#1100-1795</td>
<td>Layered van rack with lockable door. Holds 35 M6 Cylinders.</td>
<td>25½” H x 19½” D x 27” W</td>
<td>$657.29</td>
<td>$591.56</td>
</tr>
<tr>
<td>2</td>
<td>#1100-1789</td>
<td>Layered van rack with lockable door. Holds 21 M6 cylinders.</td>
<td>33” H x 18½” D x 13” W</td>
<td>$649.96</td>
<td>$586.76</td>
</tr>
<tr>
<td>3</td>
<td>#1100-1794</td>
<td>Layered van rack with lockable door, hinged on right side. Holds 12 D/E cylinders and 16 M6 cylinders.</td>
<td>44¾” H x 32½” D x 17½” W</td>
<td>$648.47</td>
<td>$583.62</td>
</tr>
<tr>
<td>4</td>
<td>#1100-1862</td>
<td>25 D/E layered cylinder rack. Also holds 50 M7 / M9 / C for horizontal storage.</td>
<td>40” H x 32” D x 27” W</td>
<td>$519.57</td>
<td>$467.61</td>
</tr>
<tr>
<td>5</td>
<td>#1100-1797</td>
<td>25 E layered van rack with lockable door. (not pictured)</td>
<td>33” H x 32½” D x 28” W</td>
<td>$999.96</td>
<td>$727.47</td>
</tr>
</tbody>
</table>

**Need to touch up? No problem!**
We have spray cans of special green paint to match. #1109-5557

**DOT TIP:** AVOID DOT FINES!

*U.S. DOT regulations require cylinders, cryogenic vessels, carts, racks, etc. to be secured against movement, shifting, and/or ejection during normal transportation (49 CFR 393.102)*

**Additional Van Racks ONLINE!**
www.applied-inc.com
PATIENT STORAGE RACKS

Ideal to meet state and/or accreditation requirements for storing oxygen cylinders in a home or facility.

1  # 1100-1985
   Holds 12 M6 cylinders.
   Was $44.95  Your Price = $40.46

2  # 1100-1984
   Holds 6 M6 cylinders.
   Was $29.95  Your Price = $26.96

3  # 1100-1941
   Holds 6 C/D/E cylinders.
   Was $29.95  Your Price = $26.96

4  # 1100-1815
   Holds 1 M60 (7 ¼” D) cylinder.
   6” H x 14” D x 14” W
   Was $27.42  Your Price = $24.68

5  # 1100-1836
   Holds 1 M60, M, H or T cylinder, 7” to 9 ½” diameter, with swivel casters.
   12” H x 18” D x 18” W
   Was $141.04  Your Price = $126.94

6  # 1100-1835
   Holds 1 M60, M, H or T cylinder, 7” to 9 ½” diameter.
   12” H x 18” D x 18” W
   Was $50.68  Your Price = $45.61

7  # 1100-1819
   Holds 1 H/T cylinder.
   46” H x 15” D x 15” W
   Was $111.31  Your Price = $100.18

8  # 1100-1822
   Holds 1 H/T cylinder, with dolly style handle and solid rubber wheels and swivel casters.
   46” H x 15” D x 15” W
   Was $189.85  Your Price = $170.87

9  # 1100-1950
   Holds 1 cylinder or liquid reservoir, rubber padded with two securing chains and semi-solid wheels.
   44” H x 22 ½” L x 17” W
   Was $234.49  Your Price = $208.07
YES...

There's still time to win a $100 Amazon Gift Card!

We’re trying to do a little spring cleaning of our subscription list—and want to ensure that you continue to receive your complimentary subscription! Simply go to our website: homehealthcaretoday.org/subscribe/ and fill out our form… or fill this one out and mail it back to us at:

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ATTN: Subscription Department
28825 Ranney Parkway
Westlake OH 44145

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Email: ___________________________ Title: ___________________________

Company: ___________________________

Address: ___________________________

City: ___________________________ State/Province: ___________________________

Zip: __________________________ Country: ___________________________

Mail To: Home HealthCare Today, ATTN: Subscription Department, 28825 Ranney Parkway, Westlake OH 44145
Are Your Labels COMPLIANT?

**FACT:** It is the responsibility of the company that fills, stores, delivers, handles and uses oxygen to ensure that the label complies with applicable governmental regulations.

**FACT:** Non compliant labels can result in fines up to $15,000! Check your labels carefully because every violation counts! (i.e. 50 cylinders with incorrect labels is 50 violations!)

Custom oxygen labels include your company name, address, logo and telephone/fax number, along with the liters and cylinder size you fill.

Drug product labels are required by the FDA, 21 CFR 201.1. All labels Comply with FDA, DOT, EPA, OSHA & CGA C-7. Drug product labels are required by the FDA, 21 CFR 201.1.

---

**Color, Size and Symbols**

Required by (49 CFR 172.426), (CGA C-7)

OSHA required pictogram

**Proper Shipping**

Name to the left of the oxygen diamond (CGA C-7)

**Fine Print**

Indicated in C-7 (49 CFR 172.407)

"Rx Only" (21 CFR 201.100) and FDA 2003 Draft Guidance

**Distributors ONLY**

No stickers!

Stamped or printed.

(49 CFR 172.407)

FDA Guidelines

**Distributed By** (21 CFR 201.1 (b))

Company Name

Principal Place of Business (21 CFR 201.1 (a))

**Contents Required**

(21 CFR 201.51)
Accurate, fast oxygen readings…

In the palm of your hand.

OxyStat™ is the NEW, palm-sized portable oxygen analyzer that measures O₂ concentrations from 0.05% to 100%. It features an advanced galvanic oxygen sensor, a 32-month operating life with no maintenance, superior battery life, and a wide variety of optional accessories.

- Easy user interface with one-touch controls
- Accurate, reliable results
- One-touch calibration
- 13,000 hours of continuous use
- Advanced sensor technology
- Certified Quality Assurance System

With its portable, lightweight design, OxyStat™ is an ideal, cost-effective choice for checking O₂ levels delivered to patients by anesthesia machines, ventilators, pediatric incubators and hoods, during emergency transport, and concentrators.

1-2 units  Your Price = ‘285.00  each
3-5 units  Your Price = ‘265.00  each
6+ units  Your Price = ‘245.00  each

**TECHNICAL SPECIFICATIONS**

| Application             | Anesthesia, Respiratory Therapy  
|                        | Neonatal & Pediatric Incubators & Hoods  
|                        | Oxygen Therapy / Intensive Care  
|                        | Emergency Transport  
| Controls               | Soft touch keypad for ON/OFF and Calibration  
| Dimensions             | 2.72” x 4.1” x 1.35”; weight 7 oz. (196 grams)  
| Display                | 3 digit LCD 1.1” x .625”  
| Power                  | (2) 1.5V AA alkaline batteries; 13,000 hrs of use  
| Accuracy               | < ± 2%  
| Response Time          | 90% in 10 seconds  
| Warranty               | One year  

#OF-990
The future is now for DME’s keeping up with the latest advances in healthcare technology, especially in the area of telehealth. The big elephant in the room is when will insurance companies and Medicare reimbursement policies catch up with today’s already available technology?

To make health care more accessible for the 60 million residents of rural America, The Health Resources Services Administration (HRSA) funds programs that integrate and streamline existing rural health care institutions and aid in the recruitment and retention of physicians in rural hospitals and clinics. HRSA’s telehealth program uses information technology to link isolated rural practitioners to medical institutions over great distances.

HRSA defines telehealth as the use of electronic information and telecommunications technologies to support long-distance clinical health care, patient and professional health-related education, public health and health administration. Telecommunication technologies include terrestrial and wireless communications, computers and internet, teleconferencing, video conferencing, and streaming media to name a few.

Telehealth is different from telemedicine in that telemedicine specifically deals with remote clinical healthcare services whereas telehealth refers to a broader scope of non-clinical information such as continuing medical education, provider training and administrative meetings, as well as the clinical services.

The advantages of telehealth are proving to be of great value in saving both time and money. Physicians and nurses can make virtual visits to the patient’s home to evaluate, diagnose, treat and without leaving their office. Likewise, telehealth allows the patient to receive expert healthcare without ever leaving his or her home. Telehealth provides the opportunity for greatly improved communications to and from patients, which will decrease the number of hospital admissions.

For example, the diabetic patient could download blood sugar levels, medication list or food logs to their physicians’ offices for their review and assessment, or the physician’s office could send out reminders for their patients to get their flu shots. Telehealth improves communications between the patient and physician office. Patients can get into their electronic medical record to see their latest test results or if the patient has a question, he/she can email their physician which they will receive a timely response.

Telehealth is revolutionizing healthcare and will become more ubiquitous as the technology improves. The possibilities of how far medicine can go using telehealth technology are endless. The end result will allow patients access to care wherever they are.

I believe that telehealth will be a blessing for homecare. We are already seeing improvements with gathering CPAP compliance information using wireless modems and smart stick transmission technology. This technology will continue to improve. Compliance downloads will be performed automatically at time intervals you choose and the download of information will be automatically inserted into the patient’s electronic medical chart as well as sent to the patient’s primary care physician. This will remove a large portion of the labor your therapists are currently spending on follow-ups and downloads freeing them up to increase their productivity in other areas.

Oxygen concentrator checks could soon be a thing of the past. Manufacturers of concentrators today are beginning to incorporate the capability of remote monitoring which will eliminate the need to travel to the patient’s home to perform a routine concentrator check. Concentrators will be able to be monitored by in-office personnel more efficiently and at a much faster rate than your over the road service technicians. This will save time, labor and gasoline expense. After-hours trips can be decreased with remote trouble shooting. Built in GPS monitors will help locate equipment reducing equipment replacement costs.

In the near future, you will be able to have a virtual face to face conversation with your patients from your office. Being able to see the problem the patient is having versus automatically sending the service tech out to the home, could reduce your service calls by 50% or more.

Telehealth is changing the face of homecare and is only going to get more widespread as the technology improves. However, the reality simply is that insurance companies, for the most part today, refuse to reimburse at rates that can support that process. Telehealth can replace a good number of those visits and will save time, energy and money which will allow your company to sustain operations for years to come.
In a world where everything keeps getting more expensive, and concentrators seem to the be the next big thing, you may stop and think: Do I need to use oxygen cylinders?

The short answer is yes. The long answer is yes, AND you should be filling your own. Let me tell you why.

Oxygen cylinders are still a necessity because not every patient’s prescription can be served by an oxygen concentrator, and cylinders are the only option if there is a power outage. This may seem like you are stuck paying high prices to buy cylinders from another company so that you can service your patients.

But you aren’t. You can fill your own. And it’s really not that hard.

At first it might seem daunting, but let me give you an analogy that can help explain why it’s got a big pay off.

Imagine you had to eat out for every meal. You’d be stuck paying quite a bit of money for your food, and you wouldn’t have any control of when you could eat (is the restaurant open 24/7?) or what’s in your food (I asked for no onion on this burger, but I am pretty sure I see one under this cheese…). But if you could cook your meals, you’d save quite a bit of money buying and cooking your own food; plus you could eat whenever you like and know exactly what’s in it.

This is just like filling your own cylinders. At first it might seem expensive and hard; but that’s just because you need to get your kitchen set up and you need to learn to cook. Once you’ve done that, you can save money each week.

$300 Servomex Rebate Offer!

Receive a ‘300 instant rebate, toward the purchase of a new Servomex, when you trade in ANY used Servomex model. This offer is available for a limited time only, while supplies last. ACT NOW!

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Filling your own oxygen cylinders can save you a significant amount of money and headaches: Cylinders can be filled for less than $1, and you don’t have to wait for suppliers or worry about missing cylinders. Typically, an oxygen filler can pocket up to 2 dollars a cylinder or more by filling the cylinders themselves (a typical E cylinder fills for about 65 cents).

How Does It Work?
Filling with a Liquid System is very simple! After purchasing your liquid oxygen in bulk, the system will warm the liquid, which builds pressure and changes the liquid into gas.

What Do I Need to Fill?
In order to fill with a Liquid to Gas System, you will need the system itself, a paramagnetic oxygen analyzer, and filling supplies such as cryogenic safety materials (apron, gloves, face shield), along with labels, lot stickers, a cryogenic hose, and valve seals. Liquid to Gas Systems are usually about 3 ft x 5 ft, so they don’t take up very much room. You will need to register with the FDA and complete required training yearly. All of which Applied provides to you when you purchase your system!

What’s the Difference Between Liquid to Gas and Gas to Gas?
Put simply — speed and cost. A Gas to Gas System is ideal for fillers who fill less than 100 cylinders a week. It’s less expensive and can fill about 20 E’s an hour. A Liquid to Gas System is ideal for fillers who fill more than 100 a week. It can fill 66 E’s per hour, since you purchase liquid oxygen, you’ll also get your oxygen supply for less.
COMPETITIVE BIDDING, ROUND #2 RE-COMPETE

Westlake, OH | On Tuesday evening, March 15, 2016, CMS announced another round of oxygen reimbursement cuts as high as 16% to be effective in the next few months. You can reduce or save 38% of your oxygen costs with every new patient, patients that are distant or use a lot of tanks or even all your oxygen patients. This action will more than offset the cuts and improve your profitability, by adopting the OxyGo® Non-Delivery Business Model and we can help.

First, equipment costs are only a small fraction of the cost drivers for serving oxygen patients. The majority of tangible costs or expenses of serving oxygen patients are operations costs like labor, delivery, and compliance expenses. Let’s examine how to reduce or eliminate these expenses by replacing tanks with a portable oxygen concentrator (POC) and a stationary oxygen concentrator (SOC).

- First, POCs eliminate the delivery, acquisition, maintenance, and hazards of a high pressure oxygen cylinder or liquid vessel. The delivery of a POC to a patient can be accomplished in a simple passenger car or van. There are no hazmat risks, training, placarding or even a proper tank delivery vehicle needed. Delivery and compliance costs normally exceed $50 per delivery, making even one delivery per month of tanks to the patient difficult for providers to make a profit.

- POCs provide broad mobility including air travel (OxyGo is FAA approved) for the oxygen patient far more than tanks even from a home fill system. All compressed gas cylinders are prohibited for use onboard commercial aircraft.

- Even ultra-high pressure home fill systems provide a cylinder with a finite amount of oxygen at high electricity costs, POCs never run out of oxygen because the patient can use and charge their OxyGo at home, in their car, and anywhere there is a 100 to 240 VAC outlet or 12 VDC outlet in a car. POC patients never run out of oxygen.

- POCs eliminate the cost of DOT, FDA, and all safety risks associated with high pressure or cryogenic oxygen. Plus, there is no need for costly maintenance and periodic hydrotesting or recertification of oxygen tanks or reservoirs.

Bottom line, POCs will save you at least 38% of operations cost of serving oxygen patients. Prove it to yourself with a free, no obligation OxyGo Non-Delivery Model Analysis by visiting www.oxygo.life or call us toll free at 888-327-7301.

Dave Marquard, CEO & Owner, Applied Home Healthcare Equipment • dmarquard@applied-inc.com

GOT NEWS?
Send it to news@applied-inc.com. Qualifying news will be printed here for free!
**2016 EVENTS**

your guide to upcoming healthcare trade shows and meetings

**may**

**May 10-12**  
California Association for Health Services at Home  
Anaheim, CA

**May 16-18**  
New England Homecare & Hospice Trade Show  
Foxwoods Resort and Casino  
Mashantucket, CT

**May 18-20**  
Michigan Association for Homecare  
Grand Traverse Spa and Resort  
Acme, MI

**May 25-26**  
AAHomecare Washington Legislative Conference  
aahomecare.org  
Washington, D.C.

**july**

**July 10-12**  
NAHC Financial Management Conference  
Las Vegas, NV

**July 10-14**  
RESNA / NCART Annual Conference  
resna.org  
Arlington, VA

**august**

**August 2-4**  
Florida International Medical EXPO (FIME)  
Miami, FL

**August 5-7**  
Houston Abilities EXPO  
abilities.com/houston  
Houston, TX

**August 23**  
Applied Training Seminar  
Seattle, WA

**september**

**September 13**  
Applied Training Seminar  
Kansas City, MO

**UPCOMING EVENT?**

Please send 2016 healthcare related shows and events to: lfrederick@applied-inc.com

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START SAVING 38% with the OxyGo® Non-Delivery Business Model: www.oxygo.life/for-providers

Q: What’s missing from this picture?

OxyGo® Portable Oxygen Concentrator gives patients oxygen without tanks... and without deliveries!

- FAA approved
- 5 intelligent pulse flow settings
- 1,050 ml output
- 4.8 lbs
- 39 decibels (at setting 2)

888-327-7301 • www.oxygo.life

A: The TANKS! (also accepted: “the delivery guy”)