

# Home HealthCareTODAY™

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*Find the buried treasure  
& WIN!* see this season's best  
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WILL YOU BE THIS MONTH'S WINNER?

Cut Through the  
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**FIND  
ME!**

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JANUARY, 2017

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# Does your team bring its “A-Game” every day?

**As we begin this new year, I am willing to make a bet.**

I will bet the best performing DME's and HME's almost always are those homecare medical providers that have worked best together as a team.

Achieving great teamwork is not easy. There are many pitfalls that stand in the way. Often it's inflated egos or poor communication on the part of management. Or maybe it's even over-communication. Nobody ever said: “I wish I had received more e-mails from the front office.”

Whatever the cause, those organizations that work together as a team are the most likely to reach their goals. It has been my observation that teamwork is especially thwarted when job descriptions are perceived as being more important than personal contributions to the team.

Perhaps the words of Bo Schembechler, Michigan's famous football coach, best hit the nail on the head. As we head into the holiday college football bowl season many teams are more likely to win if they heed his words of advice. So are DME's and HME's:

*“We are going to win as a team. No man is more important than the team. No coach is more important than the team. We are going to believe in one another. We are not going to criticize each other. We are not going to talk about each other. We are going to encourage each other. And you know, if we do this, who it's going to be again. Michigan! The team, the team, the team.”*

Victoria Marquard-Schultz | Editor In Chief, *Home HealthCare TODAY*  
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VICTORIA MARQUARD-SCHULTZ  
Editor In Chief,  
Regulatory Director

**Victoria Marquard-Schultz, Esq.** is Applied Home Healthcare Equipment's General Counsel and Regulatory Director. She has 20 years experience with Applied, and has worked with the Federal Judiciary and the Prosecutor's Office in Michigan. She's written several scholarly legal publications and was an expert columnist in *HME News Smart Talk* and featured in *Homecare Magazine*. Victoria is currently attending the Harvard Business School's PLD program.

## GOOD NEWS, TREASURE-HUNTERS! There's MORE Buried Inside!

*We're giving the gift of movies—LOTS of them!*

Win with *Home HealthCare TODAY*! Find the buried treasure chest we have planted in this issue and tell us where it is. All it takes is a pair of sharp eyes and the patience to look—and keep looking. The right answer is worth a \$100 gift card to Regal Cinemas! If more than one correct answer is received, a special drawing will be held to determine the winner.

**Congrats to last issue's winner: Kaytie Weidner of Tucson Safety & Medical Supply, Tucson, AZ!**

Seek and find the treasure chest, and submit its location at:  
[homehealthcaretoday.org/treasure](http://homehealthcaretoday.org/treasure) for a chance to win \$100!

**Hurry!** — This contest ends 2/15/17. The winner of this contest will be announced in the next issue.



# WHAT ABOUT BOB?

## Connecting with Medtrade—the place to be

I feel fortunate to have attended the recently concluded fall 2016 Medtrade show in Atlanta. It reminds me that the more things change, the more they remain the same. This is true even with great forward advances in technology.

I attended my first Medtrade show in 1993. Times were tough for many people because of extreme weather. In March that year the Great Blizzard of 1993 struck the eastern U.S., bringing snowfall and severe weather from Quebec all the way to Cuba. And I remember the great flood of 1993 that started in April and flooded large portions of the American Midwest.

But on the business front, the economy was improving. In December the unemployment rate fell to 6.5%, the lowest since January of 1991. This was the year that the North American Free Trade Agreement (NAFTA) passed the legislative houses in the United States, Canada and Mexico.

I found that first Medtrade show I attended exhilarating on many fronts. The people I met were encouraging. The products I saw were the newest of the new. Walking into the show was breathtaking and on the show floor you could see and touch any product you want related to home healthcare. For someone like myself, a proud manager of a hospital owned DME company, it was THE PLACE to be to get great information and to make great contacts.

And all these years later, it's still THE PLACE to be. It's different today in some respects. Technology breakthroughs have had an impact. In 1993, for example, there were no cell phones. We used pay phones and dropped coins into metal slots. It was all about connecting at Medtrade then and it's about connecting at Medtrade today—although at a faster pace because of advances in electronics and the ability to present information swiftly and imaginatively on computer screens.

But at the root of it all, Medtrade is the same today as it was in 1993. There is no better opportunity to meet home healthcare customers face to face than at this show. There is no better place to make home healthcare contacts than at this show. There is no better place to grow professionally in the home healthcare field than at this show.

The more things change, the more they stay the same. It's all about connecting and Medtrade is THE PLACE to connect best in home healthcare.



Sincerely,

Bob McQuown, R.R.T.

Manager of Clinical Resources  
Applied Home Healthcare Equipment  
bmcquown@applied-inc.com



FALL 2016



## SHOW REPORT

DESPITE A NOTICEABLY SMALLER EVENT,

## Buyers, Sellers and Healthcare Experts Flock to Atlanta

by Rob Saltzstein, Contributing Editor

**M**edtrade's annual fall show concluded in Atlanta (October 31 - November 3) with new products galore on display and over 90 educational sessions. Attendance was approximately 3,000, according to several estimates among attendees.

Talk on the show floor often centered on the upcoming election, the impact of competitive bidding and the need to add retail products to the store selling mix. A special Power Soccer exhibition showcased how athletes with disabilities can participate in very high level competition. A "Power lunch" attracted DME's from all over the country to discuss home healthcare business topics. Representative Tom Price (R-GA) delivered a message of hope and optimism, telling attendees there was a significant possibility "we can get a year's delay on bid expansion, starting January 1, 2017."

Theresa Watkins, a merchandise buyer for Johnson Smith Co., Bradenton, FL, told *Home HealthCare TODAY* that she made very good contacts at the show but she could not help but notice it was getting smaller and smaller every year. She cited the impact of competitive bidding and consolidation within the industry as probable contributing factors.

The top three vote-getters in the biannual *Innovative HME Retail Product Awards*, sponsored by *HomeCare Magazine*, were:

1. **MyPainAway Fibro Cream** from Topical BioMedics. MyPainAway is an odorless, grease-less cream to rapidly relieve Fibromyalgia pain.
2. **The SoClean® 2 CPAP Sanitizer** (also known as SoClean®) from SoClean is described by



marketing director Jessica Cormier as "the world's first automated CPAP sanitizer, and is the faster, easier, more effective way to clean CPAP machine equipment."

3. **The Tour** (Walker) from Motivo is a walker/rollator that provides greater independence, ergonomics, and personal style.

The eight finalists (in alphabetical order) for the *Innovative HME Retail Product Awards* were:

1. **Freedom CPAP Battery** by Battery Power Solutions
2. **Handy Cane** by MOST Corporation
3. **KT Flex Reinforced Adhesive Strips** by KT Tape
4. **Motivo Tour** (Walker) by Motivo
5. **Go-Chair** by Pride Mobility
6. **PrimeMedic** by PostureMedic
7. **The SoClean® 2 CPAP Sanitizer** by SoClean, Inc.
8. **MyPainAway Fibro Cream** by Topical Biomedics

*continues on page 7*



# HIGHLIGHTS

*from the showroom floor...*





## MEDTRADE SHOW REPORT

from page 5

The New Product Pavilion Providers' Choice Awards  
(sponsored by *HomeCare Magazine*)

- **Providers' Choice GOLD AWARD**  
went to the StandUp Walker from Urise Products.
- **Providers' Choice SILVER AWARD**  
went to the Handy Cane from the MOST Corporation.
- **Providers' Choice BRONZE AWARD**  
went to the Avid Rehab Vector Power Chair from Merits Health Products Co., Ltd.

Strong DME buying interest was reported by many exhibitors. Jon Schultz, sales director for OxyGo®, reported keen interest in the company's new lightweight POC, the OxyGo FIT™, an extremely lightweight unit that weighs only 2.8 pounds. Large crowds evident at the Motivio booth were especially interested in the new stylish walker/rollator introduced by the Wisconsin-based company.

A political highlight of the show was the address of representative Tom Price. He has long been among home healthcare's strongest advocates in Congress. Touching on several areas of importance to Medtrade visitors, Price drew applause when he talked about competitive bidding: Said Price: "It just doesn't make any sense at all. We continue to battle. We continue to fight. As was mentioned, 39% of DME suppliers have gone out of business since this craziness started. That's not because they chose to retire... it's because the federal government got engaged in the process and said, 'We'll pick the winners and losers' and it's just so sad."

The loudest applause came when Price talked about audits and the long appeal process.

"Three to five years they say is the average [at the ALJ level]. If your appeal process lasts that long, then it is not a fair process... This is ridiculous. I believe we need a timeline. If the federal government can't get their act together and move through the process, then it is decided in your favor after a finite period of time. For me, that would be six months."

The next Medtrade show will be held in late February, 2017, in Las Vegas at the Mandalay Bay. ■

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Meet Our **Tiny New Addition**

# OxyGO FIT™

portable oxygen concentrator



A NEW WAY TO  
**Keep Going™**  
[www.oxygo.life](http://www.oxygo.life)

The 3 setting Intelligent Pulse dose OxyGo FIT is the **smallest and lightest** member of the OxyGo® family!

OxyGo FIT is about half the size of OxyGo, and is small enough and quiet enough to be worn on a patient's hip. Weighing in at 2.8 lbs.\* with up to a 5 hour battery life\*\* the OxyGo FIT Keeps Going—**Everywhere.**

## Accessory Options

available through  
your provider

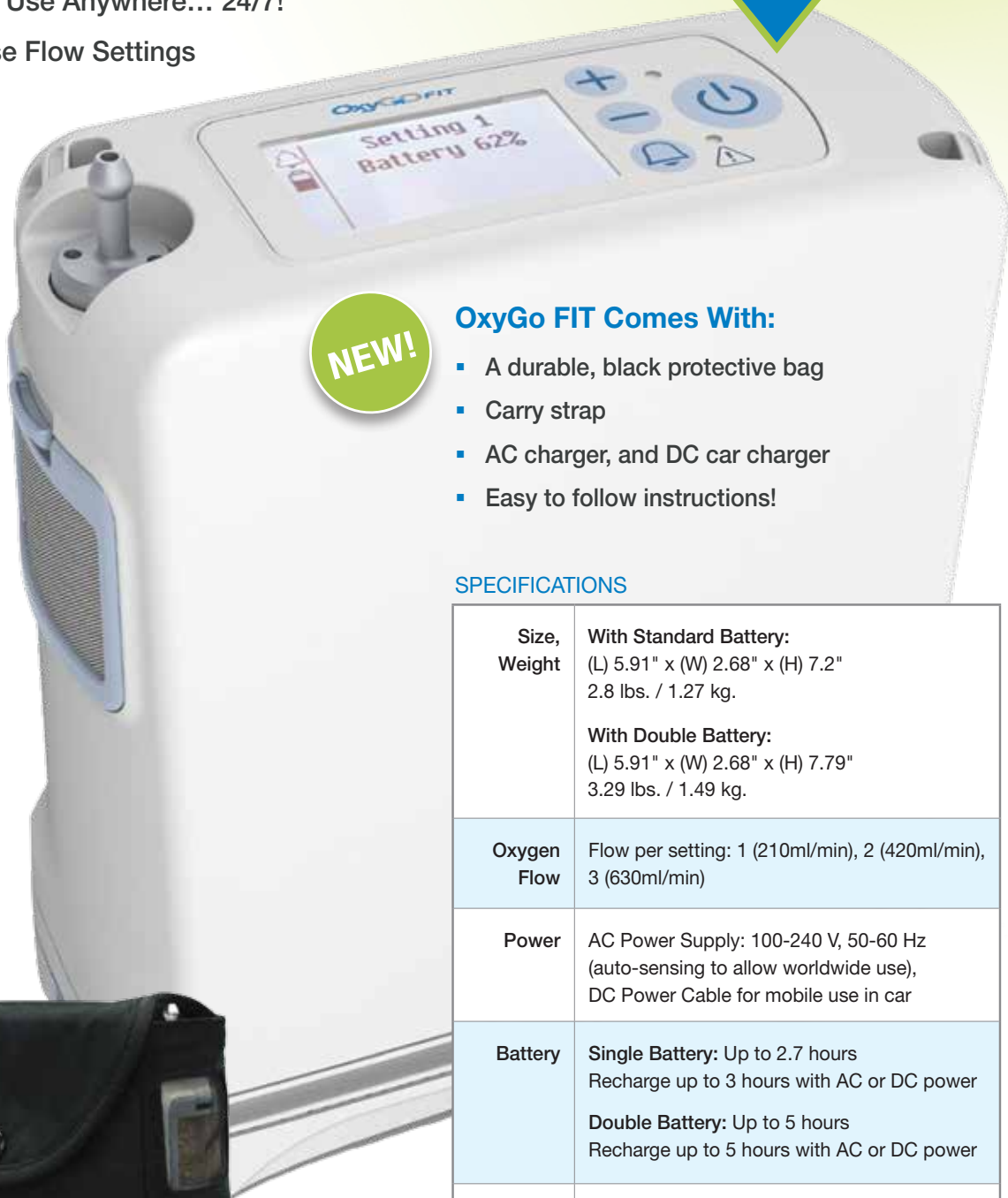


- 1 Desktop Battery Charger: #1400-2030
- 2 Rechargeable Lithium-Ion Battery  
Single: #1400-2010-4  
Double: #1400-2010-8
- 3 Carry Strap (only): #1170-2415
- 4 Car/Boat/RV DC Power Cable: #1400-1050
- 5 Wall Charger AC Power Supply: #1400-2040
- 6 Protective Bag: #1170-2410





- Extraordinarily Compact and Quiet
- Charge and Use Anywhere... 24/7!
- 3 Pulse Dose Flow Settings



**OxyGo FIT Comes With:**

- A durable, black protective bag
- Carry strap
- AC charger, and DC car charger
- Easy to follow instructions!

**SPECIFICATIONS**

Size, Weight	With Standard Battery: (L) 5.91" x (W) 2.68" x (H) 7.2" 2.8 lbs. / 1.27 kg.
	With Double Battery: (L) 5.91" x (W) 2.68" x (H) 7.79" 3.29 lbs. / 1.49 kg.
Oxygen Flow	Flow per setting: 1 (210ml/min), 2 (420ml/min), 3 (630ml/min)
Power	AC Power Supply: 100-240 V, 50-60 Hz (auto-sensing to allow worldwide use), DC Power Cable for mobile use in car
Battery	Single Battery: Up to 2.7 hours Recharge up to 3 hours with AC or DC power
	Double Battery: Up to 5 hours Recharge up to 5 hours with AC or DC power
Noise	40 Decibels (at flow setting 2)
Warranty	3 year lifetime limited *
Operation	Simple control functions and easy-to-read LCD display
Use	Designed for 24/7 use, at home or away!



\* See OxyGo Warranty Statement for details

**NEW!**



GET IN ON THE DEMAND  
AND OFFER YOUR PATIENTS  
THE POC THEY WANT!

**Now with 5 settings at the  
same great price!**

**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 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
- Airline 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!

888-592-4587 | [orders@applied-inc.com](mailto:orders@applied-inc.com)

See how the  
5 Setting OxyGo®  
outperforms  
the competition...



**#1400-1000**

*OxyGo with single cell battery*

**#1400-1000-16**

*OxyGo with double cell battery*

**OxyGo®**  
single cell  
battery

**OxyGo®**  
double cell  
battery

**Respironics  
SimplyGo  
Mini®**  
std. battery

**Inova Labs  
LifeChoice  
Activox 4L®**

**Precision  
EasyPulse  
POC-3®**

	OxyGo® single cell battery	OxyGo® double cell battery	Respironics SimplyGo Mini® std. battery	Inova Labs LifeChoice Activox 4L®	Precision EasyPulse POC-3®
<b>O<sub>2</sub> Capacity</b>	1,050 ml / min	1,050 ml / min	1,000 ml / min	450 ml / min	520 ml / min
<b>Airline Approved</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>
<b>Single Solution</b>	<b>YES</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>
<b>User Replaceable Batteries</b>	<b>YES</b>	<b>YES</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>
<b>Intelligent Delivery Technology:</b> Pulse Flow Settings: 1,2,3,4,5	<b>YES</b>	<b>YES</b>	<b>NO</b>	<b>NO</b>	<b>NO</b>
<b>Weight</b>	4.8 lbs.	5.8 lbs.	5.0 lbs.	4.8 lbs.	4.9 lbs.
	2.2 kg.	2.6 kg.	2.3 kg.	2.0 kg.	2.2 kg.
<b>Battery Duration</b>	UP TO 4.5 hours	UP TO 9.5 hours	UP TO 4.5 hours	UP TO 8.25 hours	UP TO 5.5 hours
<b>Sound Level at setting 2</b>	39 dB.	39 dB.	43 dB.	44 dB.	42 dB.

View the clinical studies: [www.bitly.com/OxyGoClinical](http://www.bitly.com/OxyGoClinical)

# Retail Sales Opportunity!

## ACCESSORIZE

and build the perfect  
5 Setting 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. OXYHOME™ BY NIDEK

Stationary Oxygen Concentrator.  
5 Liter Oxygen concentrator with  
O<sub>2</sub> monitor. Flow Settings: 1, 2, 3,  
4 and 5 lpm. #1400-5000

### 6. BACKPACK

#1170-1420

### 7. ACCESSORY BAG

#1170-1445

### 8. CARRYING CASE

#1170-1410





# FDA Annual Records REVIEW



by Victoria Marquard-Schultz, Regulatory Director, Applied Home Healthcare Equipment

If you received a letter from the FDA, and it said the following, would you know what it meant?

"Written procedures are not established for evaluations conducted at least annually to review records associated with a representative number of batches, whether approved or rejected."

No? Don't worry, let me translate. This excerpt is from an actual 483 letter (a list of observations that should be corrected after an FDA inspection), and is highlighting a FDA requirement that might be due for your firm this time of year: An Annual Records Review.

The US FDA has jurisdiction over any oxygen transfiller, and considers them a drug manufacturer.

Let's unpack that: What's a transfiller? Anyone who transfers oxygen from one container to another. Why does the FDA consider that manufacturing? Because that movement from one container to another could affect the purity of the oxygen.

In our industry, that means that anyone who performs gas to gas filling, liquid to gas filling, or liquid to liquid filling is considered by the FDA to be a transfiller—and thus a drug manufacturer.

So, if the FDA considers you a drug manufacturer, what does that mean? It simply means that you'll have to do a few things to ensure your patients are getting the correct purity oxygen, and the FDA will check that you do those things. One of those things is the annual records review.

## Get the word out to your current patients and potential patients with your own customized OxyGo® commercial to be used on the web or TV!

Includes inserting HME logo, address and phone number in running tag on bottom and lead-out. Cost is per company, per set of info (logo, address & phone number, per commercial).

**Custom, 30 Second Commercial** | # 1400-1450

VIEW DEMO: [bit.ly/OxyGo30Sec](http://bit.ly/OxyGo30Sec)

**Custom, 60 Second Commercial** | # 1400-1451

VIEW DEMO: [bit.ly/OxyGo1Min](http://bit.ly/OxyGo1Min)

**Custom, 120 Second Commercial** | # 1400-1452

VIEW DEMO: [bit.ly/OxyGo2Min](http://bit.ly/OxyGo2Min)

Call 888-592-4587 for more information!

**Generate  
More Revenue!**

**Use on your website  
and local cable  
television!**



Annually, quality control personnel should review the batch production records and the complaint files to see if there is any need to improve the current manufacturing process.

**For this annual review, you should:**

1. Make sure the records you are reviewing are easily accessible in the event you have an FDA Inspection.
2. Review and document the batch production records and other filling logs.
3. Review and document the complaint files and procedures.
4. Assess, document and implement any changes that need to be made. If no changes need to be made, indicate that there are no changes.
5. Document who and when the records were reviewed.

Got any other regulatory questions?

Contact Victoria at [vmarquard@applied-inc.com](mailto:vmarquard@applied-inc.com) and your question could be featured in *Home HealthCare Today*!



VICTORIA MARQUARD-SCHULTZ

Editor In Chief,  
Regulatory Director

**Victoria Marquard-Schultz, Esq.** is Applied Home Healthcare Equipment's General Counsel and Regulatory Director. She has 20 years experience with Applied, and has worked with the Federal Judiciary and the Prosecutor's Office in Michigan. She's written several scholarly legal publications and was an expert columnist in *HME News Smart Talk* and featured in *Homecare Magazine*. Victoria is currently attending the Harvard Business School's PLD program.



## ADD VALUE TO YOUR PATIENT SET-UPS AND HELP Prevent Home Oxygen Fires

An easy way to add value? Show you care about your patients—and are on the cutting edge of technology. The new OxySafe™ bi-directional thermal fuse is designed to stop the flow of gas at either end of the PVC tube in the event of a PVC tube ignition.

The new, bidirectional OxySafe provides two-way protection against oxygen fires caused by patients smoking, using candles, stove-top ranges or other open flames while receiving oxygen therapy. **See it in action by scanning the QR code below!**

**Try it now—FREE! While supplies last!**

*Home HealthCare TODAY* readers can claim a FREE OxySafe™ at: [homehealthcaretoday.org/oxySAFE](http://homehealthcaretoday.org/oxySAFE)



**Bidirectional**

# 1109-2221

# MEET YOUR SMART DELIVERY **SUPER HEROES!**

ABLE TO SERVICE MOST OF  
YOUR PATIENTS IN A SINGLE DELIVERY!

**The team of OxyHome™ and OxyGo® can saturate most oxygen patients 24/7.**

OxyHome can deliver 10 lpm continuous flow, even with long tubing runs, at home.

OxyGo keeps your patients going while out running errands or traveling the world!



## **OxyHome™ by Nidek 10L Concentrator**

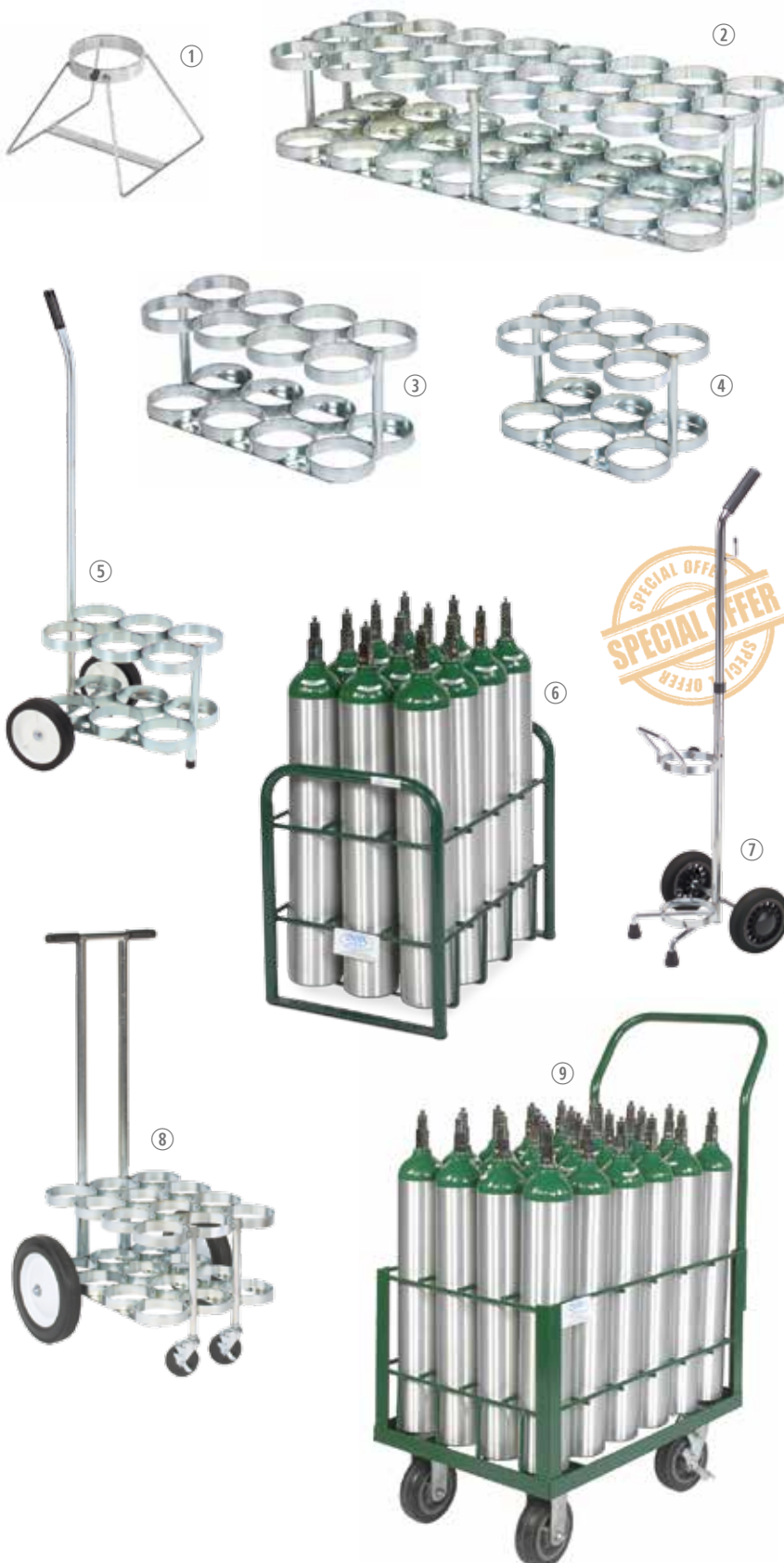
- 20 psi at 10 liters per minute
- Use with special applications such as jet nebulizers, venti masks and nebulization with oxygen



## **5 Setting OxyGo® Portable Oxygen Concentrator**

- 5 settings... Up to 9.5 hours of battery life
- Airline approved
- Whisper-quiet at 39 decibels





## C/D/E

- 1 # 1100-1901**  
Holds 1 cylinder.  
7" H x 9" L x 9 ½" W  
Was \$23.01 **Your Price = \$20.71**
- 2 # 1100-1958**  
Holds 24 cylinders.  
8 ¼" H x 39" L x 14 ½" W  
Was \$156.70 **Your Price = \$141.03**
- 3 # 1100-1935**  
Holds 8 cylinders.  
8 ¼" H x 19 ½" L x 9 ¾" W  
Was \$49.27 **Your Price = \$44.34**
- 4 # 1100-1936**  
Holds 6 cylinders.  
8 ¾" H x 10" L x 15" W  
Was \$44.32 **Your Price = \$39.89**
- 5 # 1100-1923**  
Holds 6 cylinders.  
39 ½" H x 16 ½" L x 13 ¾" W  
Was \$77.21 **Your Price = \$69.49**
- 6 # 1100-1920**  
Holds 12 cylinders.  
8.375" H x 20" L x 15" W  
Was \$83.53 **Your Price = \$75.18**
- 7 # 1100-1911**  
Holds 1 cylinder. Includes odor-free handle and heavy duty black wheels.  
Was \$24.99 **Your Price = \$8.59 each**

**LOWEST PRICE EVER!**  
Pricing is for multiples of 4
- 8 # 1100-1926**  
Holds 12 cylinders.  
36 ¾" H x 20" L x 22" W  
Was \$181.90 **Your Price = \$163.71**
- 9 # 1100-1885**  
Holds 24 cylinders.  
45" H x 31 ½" L x 21 ½" W  
Was \$317.23 **Your Price = \$285.51**



## M6

- 1 # 1100-1931  
Holds 4 cylinders.  
8  $\frac{3}{8}$ " H x 8" D x 8" W  
Was \$26.50 **Your Price = \$23.85**
- 2 # 1100-1927  
Holds 24 cylinders.  
36  $\frac{3}{4}$ " H x 32" D x 15  $\frac{1}{2}$ " W  
Was \$224.20 **Your Price = \$201.78**
- 3 # 1100-1933  
Holds 8 cylinders.  
8  $\frac{3}{8}$ " H x 8" W x 15  $\frac{1}{2}$ " L  
Was \$41.53 **Your Price = \$37.38**
- 4 # 1100-1946  
Holds 6 cylinders.  
15  $\frac{1}{2}$ " H x 7  $\frac{3}{4}$ " W x 11  $\frac{3}{4}$ " L  
Was \$40.82 **Your Price = \$36.74**
- 5 # 1100-1937  
Holds 12 cylinders.  
8  $\frac{3}{8}$ " H x 12" W x 15  $\frac{1}{2}$ " L  
Was \$66.70 **Your Price = \$60.03**
- 6 # 1100-1924  
Holds 6 cylinders.  
39  $\frac{1}{2}$ " H x 13" D x 12  $\frac{1}{16}$ " W  
Was \$67.52 **Your Price = \$60.77**
- 7 # 1100-1846  
Holds 60 cylinders.  
40" H x 39" D x 23" W  
Was \$301.89 **Your Price = \$271.70**

Don't see the rack  
or cart you need?

**CHECK US  
OUT ONLINE!**



# 2016 Health Tech Trends

## Wearable Technology

More than

**80%**

of consumers said an important benefit of wearable technology is its potential to make healthcare more convenient.



## Electronic Health Records

**71%**

of physicians have adopted an electronic health record (EHR) and 85% of adopters have an EHR certified for meaningful use.



## Telehealth

**70%**

of patients are comfortable communicating with their healthcare providers via text, email or video, in lieu of seeing them in person.



## Mobile Health Apps

**71%**

of millennials would like their doctor to use a mobile app.



## Data Security

More than

**65%**

of consumers said data security was more important to them than convenient access to imaging and test results, doctors' notes, diagnoses and prescriptions.



## Cloud-based Technology

As providers and patients seek to become more agile, cloud computing is expected to grow at a

**20%**

annual rate until 2017, when it will reach a market size of \$5.4 billion.



source: [www.usa.philips.com/a-w/government/articles/healthcare-technology-trends-2015.html](http://www.usa.philips.com/a-w/government/articles/healthcare-technology-trends-2015.html)



## U.S. DOT COMPLIANT VAN RACKS\*



### Need to touch up for an accreditation inspection?

We have spray cans of special green paint to match. # 1109-5557



Additional Van Racks  
**ONLINE!**  
[www.applied-inc.com](http://www.applied-inc.com)

#### 1 # 1100-1795

Layered van rack with lockable door.  
Holds 35 M6 Cylinders.  
25 1/2" H x 19 1/2" D x 27" W

Was \$657.29 **Your Price = \$591.56**

#### 2 # 1100-1789

Layered van rack with lockable door.  
Holds 21 M6 cylinders.  
33" H x 18 1/2" D x 13" W

Was \$651.96 **Your Price = \$586.76**

#### 3 # 1100-1794

Layered van rack with lockable door,  
hinged on right side. Holds 12 D/E  
cylinders and 16 M6 cylinders.  
44 3/4" H x 32 1/2" D x 17 1/2" W

Was \$648.47 **Your Price = \$583.62**

#### 4 # 1100-1862

25 D/E layered cylinder rack. Also  
holds 50 M7 / M9 / C for horizontal  
storage. 40" H x 32" D x 27" W

Was \$519.57 **Your Price = \$467.61**

#### 5 # 1100-1797

25 E layered van rack with lockable  
door. 33" H x 32 1/2" D x 28" W  
(not pictured)

Was \$808.30 **Your Price = \$727.47**



### 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))

## 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 1/4" 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 1/2" 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 1/2" 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 1/2" L x 17" W  
Was \$231.19 **Your Price = \$208.07**

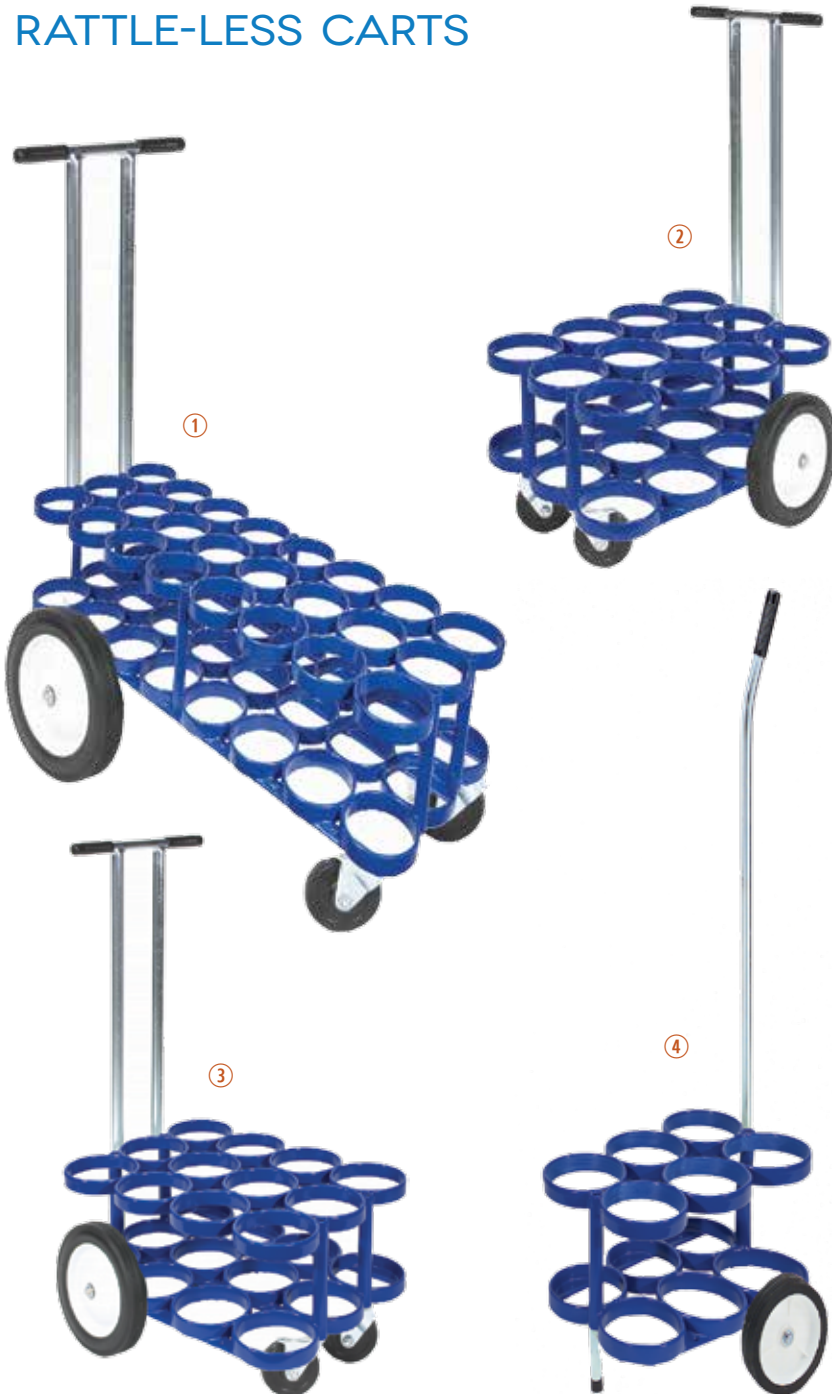




## Check Out Our "Do Not Disturb" Carts And Racks

Do you deliver to nursing homes, hospital or hospices? Be a favorite delivery of your customer by keeping your noise down. Our carts are covered with a proprietary coating that protects cylinders from damage and reduces noise.

### RATTLE-LESS CARTS



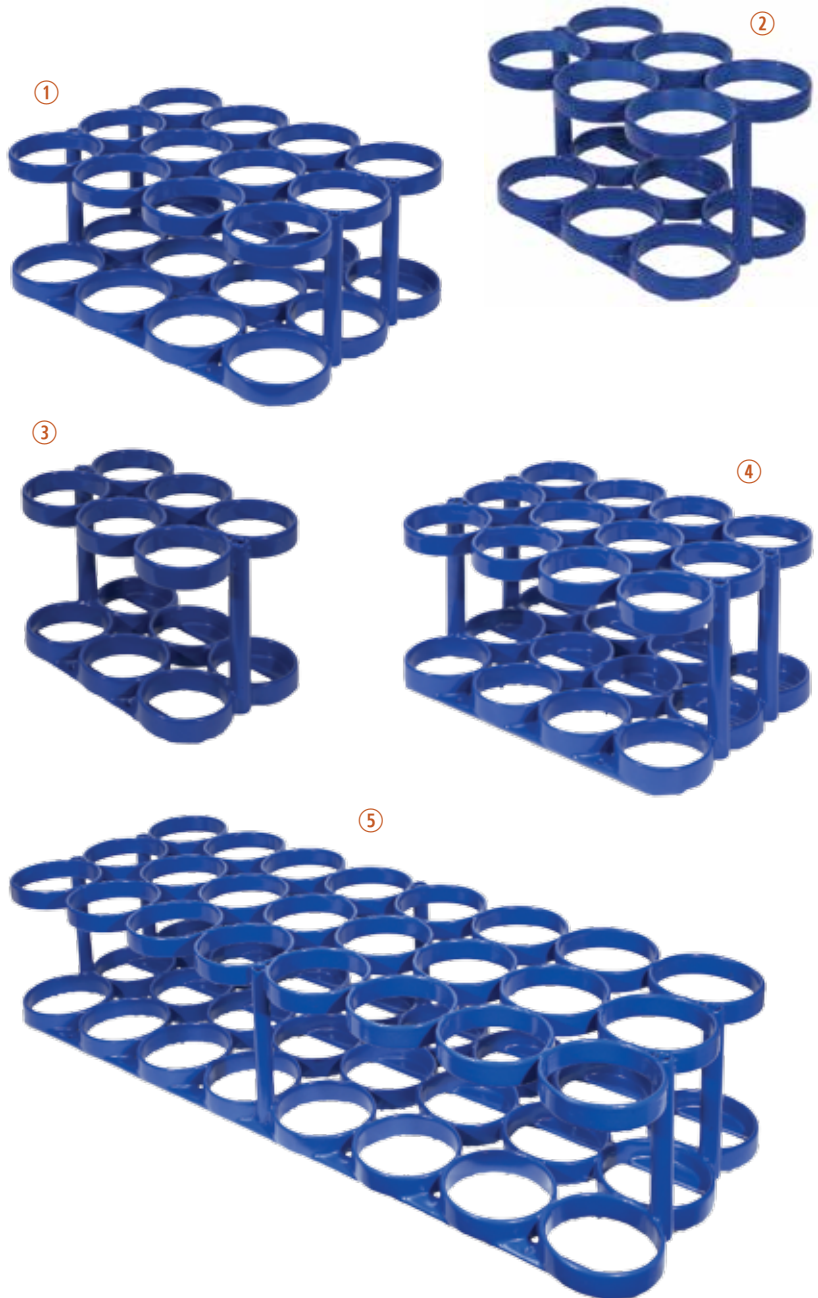
- 1 # 1100-1427**  
 Rattle-Less Cylinder Cart,  
 Holds 24 M6 Cylinders.  
 36.75" H x 32" D x 15.5" W  
 Was \$243.45 **Your Price = \$219.11**
- 2 # 1100-1425**  
 Rattle-Less Cylinder Cart,  
 Holds 12 M6 Cylinders.  
 36.75" H x 19" L x 15.5" W  
 Was \$176.02 **Your Price = \$158.42**
- 3 # 1100-1426**  
 Rattle-Less Cylinder Cart,  
 Holds 12 D/E Cylinders.  
 36.75" H x 22" D x 20.25" W  
 Was \$189.79 **Your Price = \$170.81**
- 4 # 1100-1424**  
 Rattle-Less Cylinder Cart,  
 Holds 6 M6 Cylinders.  
 39.5" H x 13" D x 12 1/16" W  
 Was \$86.42 **Your Price = \$77.78**
- 5 # 1100-1423 (not pictured)**  
 Rattle-Less Cylinder Cart,  
 Holds 6 DE Cylinders.  
 39.5" H x 16.5" L x 13.75" W  
 Was \$99.82 **Your Price = \$89.84**

... “So good drivers would pay out of pocket for them!”

Applied's Rattle-Less Racks are dipped in a proprietary coating to create the perfect rack protecting your ears—and your cylinders! Rattle-Less Racks have a durable coating that dampens the sound of the cylinder rattling in the rack during transport. The coating softens the hard metal edges of the rack, which can help reduce the wear and tear on your cylinders and labels from frequent movement in and out of the rack.

## RATTLE-LESS RACKS

- 1 # 1100-1420**  
Holds 12 D/E Cylinders  
Was \$99.59 **Your Price = \$89.63**
- 2 # 1100-1436**  
Holds 6 D/E Cylinders  
Was \$58.40 **Your Price = \$52.56**
- 3 # 1100-1432**  
Holds 6 M6 Cylinders  
Was \$56.12 **Your Price = \$50.51**
- 4 # 1100-1437**  
Holds 12 M6 Cylinders  
Was \$82.98 **Your Price = \$74.68**
- 5 # 1100-1458**  
Holds 24 D/E Cylinders  
Was \$140.65 **Your Price = \$126.59**
- 6 # 1100-1433 (not pictured)**  
Holds 8 M6 Cylinders  
Was \$61.80 **Your Price = \$55.62**
- 7 # 1100-1434 (not pictured)**  
Holds 24 M6 Cylinders  
Was \$129.11 **Your Price = \$116.20**





# Keeping Healthcare Workers Healthy in the Wintertime

Winter is a particularly challenging time for healthcare workers.

This is true because healthcare workers often find themselves interacting with sick patients where the risk of spreading germs is high.

The good news is that there are things you can do to stay well this winter.

by Rob Saltzstein, Contributing Editor

For a healthier winter workplace, consider these suggestions, many recommended by the CDC. It keeps close tabs on the percentage of healthcare workers obtaining flu shots.

All healthcare employees should be encouraged to get a flu shot. The CDC is very specific on the importance of flu shots and why they are needed. It defines healthcare workers as including, (but not limited to):

*Physicians, nurses, nursing assistants, therapists, technicians, emergency medical service personnel, dental personnel, pharmacists, laboratory personnel, autopsy personnel, students and trainees, contractual staff not employed by the health-care facility, and persons (e.g., clerical, dietary, housekeeping, laundry, security, maintenance, administrative, billing, and volunteers) not directly involved in patient care but potentially exposed to infectious agents that can be transmitted to and from health care workers and patients.*

## Why Get Vaccinated?

- Influenza (the flu) can be a serious disease that can lead to hospitalization and sometimes even death.
- Anyone can get very sick from the flu, including people who are otherwise healthy.
- You can get the flu from patients and coworkers who are sick with the flu.
- If you get the flu, you can spread it to others even if you don't feel sick.
- Since it takes about two weeks after vaccination for antibodies to develop in the body, it is best that you get vaccinated so you are protected before influenza begins spreading in your workplace or community.
- The viruses in the flu shot are killed (inactivated), so you cannot get the flu from a flu shot.
- Flu vaccination may make your illness milder if you do end up getting sick.
- By getting vaccinated, you help protect yourself, your family at home, and your patients.




## How Many Health Care Workers Got Vaccinated Last Season?

- 2014–15 flu vaccination coverage early season among health care personnel was 64.3%, similar to early season coverage during the 2013–14 season (62.9%).
- During the previous two seasons, flu vaccination coverage increased by 9–12 percentage points from early season to the end of the season.
- By occupation, early season flu vaccination coverage was highest among pharmacists (86.7%), nurse practitioners/physician assistants (85.8%), physicians (82.2%), nurses (81.4%), and other clinical professionals (72.0%).
- Flu vaccination coverage was lowest among administrative and non-clinical support staff (59.1%) and assistants or aides (46.6%).
- By work setting, early season flu vaccination coverage was highest among healthcare personnel working in hospitals (78.7%).
- Flu vaccination coverage was lowest among health care personnel working in long-term care facilities (54.4%).
- Early season flu vaccination coverage was higher among healthcare personnel whose employers required (85.8%) or recommended (68.4%) that they be vaccinated, compared to those whose employer did not have a policy or recommendation regarding flu vaccination (43.4%).

Among unvaccinated healthcare personnel who did not intend to get the flu vaccination during this flu season, the most common reason reported for not getting vaccinated was that they don't think that flu vaccines work. The second most common reason was that they don't need the vaccine.

## Tips To Stay Healthy ANY Time Of Year

Other suggestions for a healthier workplace from experts include a wide variety of good healthcare workplace habits for any season.

-  Chat with your co-workers instead of sending an email.
-  Eat a nutritious breakfast every single morning.
-  For every hour of work you do, take a 5-minute break away from your desk.

-  Wipe down your keyboard, phone and mouse once a week.
-  Create a meal plan. Packing a lunch saves money and calories!
-  Put some inspirational quotes/photos in your workspace to stay motivated!
-  Wash your hands after using shared spaces like the break room or bathroom.
-  Work out at your desk! Try shoulder shrugs, arm swings and knee raises.
-  Park farther away from the office to get a brisk walk in before and after work.
-  Get some fresh air—go for a lap or two around the building during your break.
-  Snack right. Bring almonds, fresh fruit or chopped veggies to work.
-  Keep your work area clean and organized to relief stress and prevent germs! ■



**Applied Home Healthcare Equipment**

**CAN DO IT ALL FOR YOU!**

- \* FDA Registration
- \* DOT Registration

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Call today for the best trade-in deals:  
**888-592-4587**

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.

\* without filling carts

**2016 AWARD WINNER!**

# Liquid<sup>TO</sup> Gas



Applied's # OF-7000 shown

- ✓ **EASY AND LOW-COST MAINTENANCE**  
User-changeable gauges only need to be calibrated annually.
- ✓ **INTERNAL PUMP + ACCESSIBLE MANIFOLDS**  
Start filling faster and use less gas. Manifolds on the front and side of the system allow you to fill continuously.
- ✓ **FILL ANY SIZE CYLINDER**  
You can fill any size cylinder with Applied's # OF-700R & OF-7000 Liquid to Gas System.
- ✓ **MOBILE FILL RACKS**  
Applied's Mobile Fill Racks allow you to expand your filling, as needed.
- ✓ **BUY IN BULK**  
Save even more by purchasing bulk oxygen from your supplier.
- ✓ **SAVE AS MUCH AS 60%!**

### Typical Cost from Supplier

Size	# / Week	Cost	Total
M6	150	\$3.00	\$450.00
E	25	\$3.00	\$75.00
D	25	\$3.00	\$75.00
C	10	\$3.00	\$30.00

**Total Cost / Week = \$630.00**

### Applied's Liquid to Gas System

Size	# / Week	Cost	Total
M6	150	40¢	\$60.00
E	25	65¢	\$16.25
D	25	50¢	\$12.50
C	10	45¢	\$4.50

**Total Cost / Week = \$93.25**

*\* Save \$536.75 per week!*



# 2016 HME Business News New Product Awards

Good news came twice to Applied Home Healthcare Equipment at the recently concluded Medtrade Show in Atlanta, GA. The company, noted for innovative respiratory products such as OxyGo® and OxyGo FIT™, received two 2016 *HME Business Magazine* awards at the show for new product introduction.

One award was for POC respiratory portable equipment. The other award was for in-home respiratory equipment home filling systems.

“We were thrilled to win both national awards,” said Jon Schultz, Applied Home Healthcare’s director of sales. “We know our customers want to provide their patients with POCs and other respiratory products that are the most reliable, innovative and cost efficient on the market. These awards validate we are doing that,” Jon added.

The *HME Business New Product Award* honors outstanding product development achievements by HME manufacturer and service providers. Fifteen winning products were selected in the third year of this program. The products had to be new to market between July 16, 2015 and July 15, 2016.

“It is exciting to see how many outstanding products are being introduced in our industry, especially in the mobility and respiratory categories,” said David Kopf, editor of *HME Business Magazine*.

“I’d also like to thank our panel of provider judges,” Kopf added. “A strong selection of highly experienced providers specializing in a range of product categories help make these awards the special recognition that they are.” ■

## *The winners are:*

### **BEDS & SUPPORT SURFACES**

Drive DeVilbiss Healthcare, Harmony Tru Low Air Loss Tri Therapy Mattress Replacement

### **BUSINESS TECHNOLOGY:**

**Complete HME Management Solutions**

Universal Software Solutions, HDMS Complex Items Companion

### **BUSINESS TECHNOLOGY: Specialized Solutions**

Accessible Home Improvement of America (AHIA), a division of the VGM Group, Inc., *Live at Home Pro* Mobile App

### **MOBILITY: Power & Manual Wheelchairs (tie)**

Motion Composites, APEX  
Sunrise Medical, Switch-It Dual Pro

### **MOBILITY: Scooters**

Drive DeVilbiss Healthcare, ZooMe Flex 4-Wheel Folding Travel Scooter

### **RESPIRATORY: In-Home Equipment**

Applied Home Healthcare Equipment, The New 2016 OxyFill Liquid to Gas Medical Oxygen System

*See opposite page for details!*

### **RESPIRATORY: Portable Equipment**

Applied Home Healthcare Equipment, Five (5) Setting OxyGo Portable Oxygen Concentrators (POC)

### **RETAIL (tie)**

Posey Company, Posey Protective Caps  
URise Products, LLC, StandUp Walker

### **SEATING AND POSITIONING (tie)**

Motion Concepts, Invacare Matrix Elan Headrest  
Stealth Products, Tarta Original Backrest

### **SLEEP: Resupply Items & Related Sleep Products**

Philips Respironics, Wisp Pediatric Mask



# Healthcare Is The Fastest Growing Of All Occupations ...

# 2.3 MILLION NEW JOBS PROJECTED

by Rob Saltzstein, Contributing Editor

## The U.S. Bureau of Labor Statistics has made it official...

Healthcare employment is leading the nation in fast paced growth. Statistics available to *Home HealthCare TODAY* show how incredibly important the healthcare industry is to the U.S. economy overall.

Employment of healthcare occupations is projected to grow 19 percent from 2014 to 2024, much faster than the average for all occupations, adding about 2.3 million new jobs. Healthcare occupations will add more jobs than any other group of occupations. This growth is expected due to an aging population and because federal health insurance reform is expected to increase the number of individuals who have access to health insurance.

BLS reports that the median annual wage for healthcare practitioners and technical occupations (such as registered nurses, physicians and surgeons, and dental hygienists) was \$62,610 in May 2015, which was higher than the median annual wage for all occupations in the economy of \$36,200.

On the flip side, healthcare support occupations (such as home health aides, occupational therapy assistants, and medical transcriptionists) had a median annual wage of \$27,040 in May 2015, lower than the median annual wage for all occupations in the economy.

Here is how the *Bureau of Labor Statistics* pegged median salaries for healthcare professionals as of 2015.



by the  
NUMBERS



OCCUPATION	MEDIAN PAY
Athletic Trainers	\$44,670
Audiologists	\$74,670
Chiropractors	\$64,440
Dental Assistants	\$35,980
Dental Hygienists	\$72,330
Dentists	\$158,310
Nutritionists	\$57,910
EMTs & Paramedics	\$31,980
Exercise Physiologists	\$47,010
Genetic Counselors	\$72,090
Home Health Aids	\$21,920
Licensed Practical Nurses	\$43,170
Massage Therapists	\$38,040
Medial Lab Technologists	\$50,550
Medical Assistants	\$30,590
Medical Transcriptionists	\$34,890
Nurse Anesthetists, Practitioners	\$104,740
Occupational Health Specialists	\$70,210
Occupational Therapists	\$80,150

OCCUPATION	MEDIAN PAY
Opticians Dispensing	\$34,840
Optometrists	\$103,900
Orthotists & Prosthetists	\$64,430
Pharmacists	\$121,500
Phlebotomists	\$31,630
Physical Therapist Assistants	\$42,980
Physical Therapists	\$84,020
Physicians & Surgeons	\$187,200
Physicians Assistants	\$98,180
Podiatrists	\$119,340
Psychiatric Technicians	\$28,230
Radiation Therapists	\$80,220
Radiologic Technologists	\$58,120
Recreational Therapists	\$45,890
Registered Nurses	\$67,490
Respiratory Therapists	\$57,790
Speech Language Pathologists	\$73,410
Surgical Technologists	\$44,330
Veterinarians	\$88,490



## Label Remover 3G

No residue & no rinse formula. Leaves no residue & fast drying. No rinsing needed. Non-oily, low odor & toxicity. Contains no chlorinated solvents or CFCs. Meets Mil Spec PD-680, Type 1.

**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**



## WE CAN HELP!

USP, UN 1072

**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.

## Custom: Compressed Oxygen Labels

**# 1109-0006-2015**

**Your Price = 40¢ each** min. order 1,000

## Blank, Flat Pack: Compressed Oxygen Labels

Stamp or type NAME, ADDRESS, CITY,  
STATE & ZIP in the center white area with  
water resistant ink.

**# 1109-0005-2015**

**Your Price = 38¢ each** sold in packs of 100

USP, UN 1073

## Custom: Labels for Liquid Vessels

**# 1109-0003-2015**

**Your Price = \$2.13 each** min. order 25

## Blank, Flat Pack: Labels for Liquid Vessels

Stamp or type NAME, ADDRESS, CITY,  
STATE & ZIP in the center white area with  
water resistant ink.

**# 1109-0010-2015**

**Your Price = \$1.65 each**

**Call for quantity discounts!**  
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## Contents Required (21 CFR 201.51)

[illegible]



# Q: What's missing from this picture?



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

- Airline approved
- 5 intelligent pulse flow settings
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- 4.8 lbs
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"the delivery guy"

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## 2017 EVENTS

It's never too early to plan to attend key home healthcare shows and events that can help your professional advancement!

We would like to list your 2017 homecare state meeting and top scheduled events in a future issue of *Home HealthCare TODAY*. Please send the information to:

[rsaltzstein@homehealthcareday.org](mailto:rsaltzstein@homehealthcareday.org)



**Alabama Durable Medical  
Equipment Association**

**JANUARY 11**

Birmingham, AL

**Arab Health**

**JANUARY 30 - FEBRUARY 2**

UAE

**Medtrade Spring 2017**

**FEBRUARY 29 - MARCH 1**

Mandalay Bay, Las Vegas, NV

**Asia Health Exhibition**

**APRIL 3 - 5**

Singapore

**American Telemedicine  
Association**

**APRIL 23 - 25**

Orlando, FL

**Medical Equipment  
Suppliers Association**

**MAY 2 - 4**

Dallas, TX

**FIME**

**AUGUST 1 - 3**

Miami Convention Center (FL)

**American Association of  
Respiratory Care:  
Annual Congress**

**OCTOBER 4 - 7**

Indianapolis, IN

**Medtrade Fall 2017**

**OCTOBER 23 - 26**

Atlanta, GA

**Alliance for Continuing  
Education in Healthcare  
Professions:**

**DECEMBER 26 - 29**

San Francisco, CA

complete and return bottom section

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**OxyGo FIT™**  
portable oxygen concentrator



See actual size – page 9!

**NEW!**



**OxyGo FIT™**

- Extraordinarily compact and quiet
- Half the size of OxyGo®
- 2.8 lbs.\* with up to 5 hours\*\* of battery life
- Charge and use anywhere
- 3 pulse dose flow settings

\* Single battery  
\*\* Double battery

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**Keep Going™**

[www.oxygo.life](http://www.oxygo.life)

