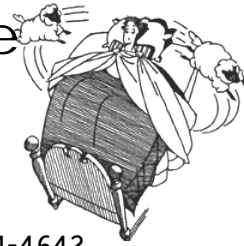




Diana Guth and Home Respiratory Care Staff Present



“Sleepy Hollow Holiday News”

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Sleepy Hollow News

Winter 2013

Home Respiratory Care is Still in Business...BUT this is what happened:

- Our Nightmare came true with Medicare. We were NOT offered a Medicare Competitive Bidding (CB) contract for sleep apnea equipment because we didn't submit "suicide" bids with unrealistic capacities (like the so called "winners" did). Therefore, as of July 1, 2013...

We lost 70% of our business (nuts!)

- The Competitive Bidding Fee Schedule for sleep apnea equipment was slashed to 50% of the previous fee schedule
- **Bottom line** is (with a few temporary exceptions), HRC is no longer a Medicare Provider for CPAP, BPAP & supplies

So you ask, "What can we do?"

- Keep coming to us! You will receive the same excellent, attentive, personalized service & state-of-the-art equipment to which you are accustomed... but you will have to pay us privately because we can't bill Medicare (**WE ARE WORTH IT & SO ARE YOU!**) **Handy Hint: You can use your Flexible Spending Account or Health Savings Account!**
- If you have a Medicare Advantage Plan, you might be able to stay with us. We can check your insurance. **OR**
- Find a Medicare contracted provider. **Call 1-800-MEDICARE (800-633-4227)** for assistance **OR** enter your zip code on the Medicare website: <http://www.medicare.gov/supplierdirectory/>. Suggestion: If you call, carefully record the date, the names of the Medicare Representative and new supplier. Do the same when you call the new supplier(s)

So you also ask, "What are you doing to stay in business?"

- We are caring for more neuromuscular patients who need to use noninvasive ventilators (not part of Competitive Bidding)
- We are going direct to the public in a variety of ways. Lots of people need help with CPAP and WE ARE THE EXPERTS! WE CAN HELP! Spread the word!
- We are building a more robust website
- We are Network Providers with Tricare, Citizens Choice, Multiplan and Fortified Provider Network. We are seeking contracts with Managed Care organizations with the aid of a Consultant.
- We are developing a COPD Disease Management Program using Telemedicine.
- Advocacy! We are STILL TRYING TO CHANGE THIS POLITICALLY!

Want us Back with Medicare? Here is how you can Help!
Contact your representatives in Congress and tell them to SUPPORT HR 1717 to replace Medicare CB with the Medicare Market Pricing Program Act of 2013!

PHONE YOUR

CONGRESSPERSON

Congressman Henry Waxman
Matt Connolly: 202-225-3876

Congresswoman Karen Bass
Eric Williams: 202-225-7084

Senator Dianne Feinstein
Megan Thompson: 202-224-3841

Senator Barbara Boxer
Denise Braemer: 202-224-3553

E-MAIL CONGRESS

People for Quality Care can help!

Go to their website & follow the directions (have your ZIP code with the four digit extension ready):

www.peopleforqualitycare.org

Phone their Complaint Hotline
(to the right)

Your complaints will be properly recorded then passed on to the Medicare Ombudsman

" Like " us on Facebook
at

www.Facebook.com/HRCSleep

PHONE THE MEDICARE BENEFICIARY COMPLAINT HOTLINE

800-404-8702

If you are unhappy about being forced to change suppliers

If, after talking to Medicare, you are unhappy with their response

If, after talking to a potential new supplier, you are unhappy with their response

New Equipment and Accessories

We stay on the cutting edge of new & improved sleep & home respiratory products. We seek products that are comfortable, effective and reliable.

Alternative to CPAP Therapy

Provent Therapy by Theravent, inc. may be used as an alternative to CPAP treatment for Obstructive Sleep Apnea. It consists of small adhesive valves applied over each nostril. That's it! It may also be considered as an optional treatment while traveling or camping. Leave your CPAP at home. Ask your doctor if you might benefit from this therapy. Requires a prescription.

CPAP Devices

Somnetics Transcend CPAP

The Transcend CPAP is great for travel & camping. It is now available in 3 models: Transcend, Transcend EZEX, and the Transcend Auto. They are light weight (1 lb). Accessories include a heated humidifier, single night and multi-night batteries, and a solar battery charger.

HDM Z1 CPAP

The Z1 CPAP is the newest & smallest CPAP on the market. It weighs only 10oz and is very quiet. We are checking with the manufacturer to get a product demonstration. We will make an assessment whether it will be an item that we will carry.

New "Full Face" Masks

Philips Respironics Amara Gel

This mask is designed with 'one click' assembly. It is just like the regular Amara, except it has an interchangeable gel cushion. It has 4 sizes fitting 95% of faces. There are only 4 parts for quick assembly. It allows simple one handed operation with fine-glide forehead adjuster.

ResMed Quattro Air

ResMed Quattro™ Air Full Face Mask with Headgear is the lightest full face mask on the market. With only 4 parts, it is 45% lighter and even more comfortable than the original Mirage Quattro.

Circadianc SleepWeaver Anew

The SleepWeaver Anew Full Face

Cloth CPAP Mask is designed around a unique dual-chambered cloth cushion that inflates gently with sleep therapy air to seal around the nose and the mouth.

Fisher & Paykel Simplus

The RollFit Seal "rolls" back and forth on the bridge of the nose to adjust automatically to reduce pressure on the bridge of the nose. The ErgoForm Headgear is ergonomically designed to self-locate high on the rear of the head, allowing for unrestricted head movement for optimal performance.

New Nasal Masks &

Nasal Pillows

Fisher & Paykel Pilairo Nasal Pillows Mask

Weighing in as the lightest F&P nasal pillows mask (1.83 ounces/52 grams), the F&P Pilairo is light on the patient and big on performance.

The clever design integrates a new self-inflating AirPillow™ Seal and minimalist headgear

ResMed Swift Nano

Simple by design, the Swift FX Nano nasal mask has been reduced to a sleek, minimal interface that is lightweight and easy to fit.

Philips Respironics Nuance

It's the very first gel nasal pillows mask available. The headgear stays in place during therapy. It's lightweight yet durable.

RespCare Aloha Nasal Pillows

The Aloha nasal pillows mask is new and similar to other interfaces of this type. It is simple to fit and easy to clean.

Need an extra or back up CPAP or BiPAP?

We have several INEXPENSIVE (\$100 - \$300!), previously owned PAP devices and some earlier models that have never been used. If you need one as a backup device, for travel, or to keep in another residence, please

contact us.

Thank You!

Our "family" at HRC, is very thankful that you have trusted us with providing you with your sleep & respiratory therapy needs. We will continue to provide you with the best service & equipment you deserve.

Happy Holidays & Sweet Dreams!

*From Diana & David Guth,
Glenn, Brad, Tom, Lisa, Sally,
Rita, Jill, Flor, Pam,
Jalmer, Diane & Candice*



Websites

The following websites offer more information about sleep apnea and treatment:

National Sleep Foundation:

www.sleepfoundation.org

American Sleep Apnea Association:

www.sleepapnea.org

ResMed's Sleep Apnea Support Community

www.WakeUptoSleep.org

Talk About Sleep:

www.talkaboutslee.com

Resmed Corp.

<http://resmed.com/en-us/>

Respironics

<http://masksfamily.respironics.com/>

Fisher & Paykel Healthcare

<http://www.fphcare.com/>

Somnetics

www.mytranscend.com

Circadianc

www.Circadianc.com

Artwork on the cover of our holiday card by John Sliney