

Home HealthCare TODAY™

SHOWTIME IN ATLANTA



Best Medtrade Educational Sessions To Attend?
Our Editors Recommend Their Top Choices... PAGE 21

Is Your Product Idea

THE NEXT BIG THING?

Trials and tribulations of bringing a new healthcare product to market... Page 26



SPOTLIGHT: BEHIND THE SCENES Growing Respiratory Product Sales

Atlantic Respiratory Services (ARS) is among South Carolina's most successful independently owned and operated home respiratory equipment suppliers. With locations in Charleston and Walterboro, it is the oldest and largest independent respiratory healthcare player in the Low Country area. **Learn how they're excelling in the market. PAGE 14...**

O₂ INNOVATION

DROPPING POC WEIGHT: Read Bob's column on why the newly introduced, ultra light, **OxyGo FIT™** is just the ticket for boosting profits while giving oxygen patients greater comfort and mobility. **PAGE 5...**

Find the buried treasure
& WIN! *Are you up for a challenge?*



\$6.99 US applied-inc.com



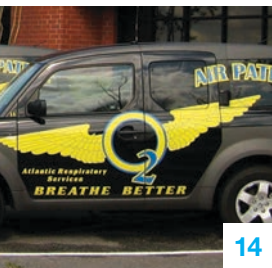
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OCTOBER, 2016

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MEDTRADE BONUS ISSUE



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Welcome To Home HealthCare TODAY's MEDTRADE ISSUE!

There is no need to worry about Medtrade beginning on Halloween this year. Trade shows can be spooky if you miss key events and sessions. This special Medtrade edition of *Home HealthCare TODAY* is designed to keep you on schedule. On page 21 you will find an overall Medtrade show events calendar. Scan it to make sure you don't miss an event that is important to you. And on that same page our editors highlight what they think will be among the most interesting and useful of Medtrade's more than 90 educational sessions.

Whether you are going to the show or not, there is much in this issue to help you advance your health care knowledge. On page 14, for example, our editors take you inside one of the fastest growing and most successful DME's in South Carolina, Atlantic Respiratory Services. And on page 26 we take you behind the scenes to learn about the trials and tribulations of bringing a new home healthcare product to market.

If you are in Atlanta for the show, please stop at Applied Home Healthcare Equipment booth 1057 to see our high quality oxygen related home healthcare products. Newest of the new: check out our just introduced lightweight OxyGo FIT™ POC. Weighing just 2.8 pounds, it will help your oxygen patients be more active and on the go from the very first second they put it on.



Victoria Marquard-Schultz
Editor In Chief, *Home HealthCare TODAY*
vmarquard@applied-inc.com



VICTORIA MARQUARD-SCHULTZ
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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*.

GOOD NEWS... *MORE*
There's A Buried Treasure Inside!

WE'RE GIVING YOU A NEW CHANCE TO WIN \$100!

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! If more than one correct answer is received, a special drawing will be held to determine the winner. **Congrats to last month's winner: Don Chrysler of Amarillo, Texas!**

Seek and find the treasure chest, and submit its location at:
homehealthcareday.org/treasure for a chance to win \$100!

Hurry! — This contest ends 11/30/16. The winner of this month's contest will be announced in the next issue.

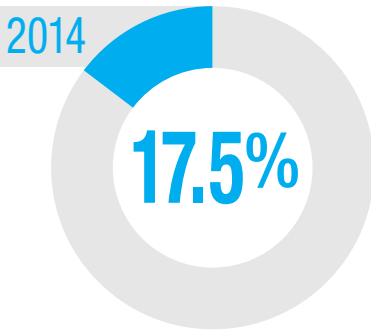


HEALTHCARE MARKET WATCH

FALL 2016



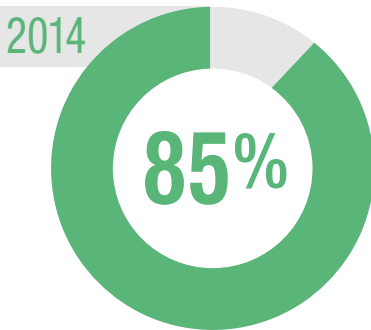
TOTAL HEALTHCARE SPENDING



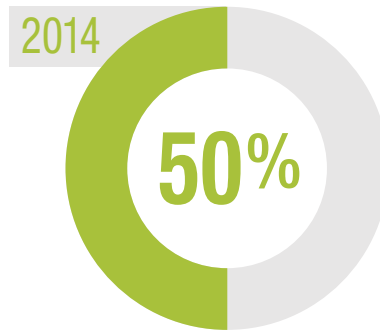
Healthcare continues to grow as a significant component of U.S. gross domestic product (GDP). In fact, according to the Bureau of Economic Analysis (BEA), in 2014 healthcare accounted for 17.5% of the entire U.S. GDP and that share is showing signs of continuing to grow significantly as the population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

\$3.0 TRILLION

HEALTHCARE & TECHNOLOGY

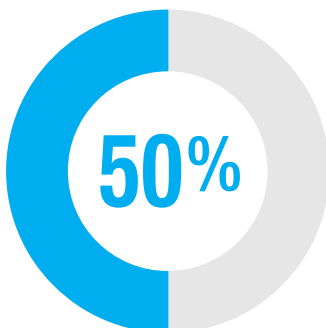


Percentage of Americans with a home internet connection



Percentage of Healthcare Providers with a website

HEALTHCARE OCCUPATIONS



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...

17 MILLION WORKERS

WHAT ABOUT BOB?

Say “Hello” to OxyGo FIT™

We at OxyGo® have an exciting new product that is going to take the portable POC market by storm.

Say hello to the new OxyGo FIT™; our newest, extremely lightweight portable 3 setting concentrator.

We named our newest POC the OxyGo FIT because it is going to “fit” into just about all of your oxygen patients’ lifestyles.

It weighs just 2.8 pounds and has 3 settings. Like our new 5 setting OxyGo, it delivers 210 ml of oxygen per setting. So your patients will be receiving 210 ml, 420 ml, and 630 ml of oxygen at settings 1, 2, and 3 respectively. And just like its big brother, the OxyGo FIT is well constructed and will operate for 2.7 hours on a setting of 2 using the standard battery. The OxyGo FIT does have an optional larger battery, which will power the OxyGo FIT for 5 hours and adds just 0.5 pounds, making the total POC weight only 3.3 lbs. Either battery can be changed in seconds. Most of your patients will be able to replace the battery themselves, thus eliminating in-service calls.

The same goes for the sieve beds. When the sieve beds need replacement, just move the retainer mechanism and pull the handle to slide the sieve beds out. Please note: No other company talks about replacing sieve beds because it can’t be done in the patient’s living room. You have to send the POC back to the manufacturer where it could take weeks and usually big dollars before that unit back is back in service again. Suddenly, you realize that paying for that inexpensive POC is not the bargain that you thought it was.

The OxyGo FIT has a reusable mesh filter that is easy to remove and clean. It also comes with A/C and D/C power cords so that your patients will have several options for powering or recharging. This means that they will never be without oxygen and you don’t get those service calls.

The OxyGo FIT comes with a high-end quality protective bag and shoulder strap. The carrying bag has a belt loop attached so the patient can, if desired, wear the OxyGo FIT on his or her waist.

The OxyGo FIT also comes with a 3-year warranty that includes 1 year on the battery and sieve beds. At a setting of 2, the OxyGo FIT runs at a quiet 40 decibels.



Visit us at booth #1057 in Atlanta for a no-obligation demo of the new OxyGo FIT, and check out our other fine products. They include the 5 setting OxyGo 4.8 lb. POC, the OxyStat handheld oxygen analyzer, the newly improved bi-directional OxySafe, which helps to prevent the spread of oxygen related fires, and our oxygen cylinder gas to gas or liquid to gas cylinder transfilling systems.

I look forward to meeting you. See you at MedTrade.

Sincerely,

Bob McQuown, R.R.T.

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



Meet Our **Tiny New Addition**

OxyGO FIT™

portable oxygen concentrator



A NEW WAY TO

Keep Going™

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

OxyGoFIT™

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

NEW!
Actual
Size!



NEW!

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!*

Restoring 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
- 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!

888-531-5497 | 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	Respironics SimplyGo Mini[®] ext. battery	Inova Labs LifeChoice Activox 4L[®]
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	OxyGo [®] single cell battery	OxyGo [®] double cell battery	Respironics SimplyGo Mini [®] std. battery	Respironics SimplyGo Mini [®] ext. battery	Inova Labs LifeChoice Activox 4L [®]
O₂ Capacity	1,050 ml/min	1,050 ml/min	1,000 ml/min	1,000 ml/min	450 ml/min
Airline Approved	YES	YES	YES	YES	YES
Single Solution	YES	YES	NO	NO	NO
User Replaceable Batteries	YES	YES	YES	YES	NO
Intelligent Delivery Technology: Pulse Flow Settings: 1,2,3,4,5	YES	YES	NO	NO	NO
Weight	4.8 lbs. 2.2 kg.	5.8 lbs. 2.6 kg.	5.0 lbs. 2.3 kg.	6.0 lbs. 2.7 kg.	4.8 lbs. 2.0 kg.
Battery Duration	UP TO 4.5 hours	UP TO 9.0 hours	UP TO 4.5 hours	UP TO 9.0 hours	UP TO 8.25 hours
Sound Level at setting 2	39 dB.	39 dB.	43 dB.	43 dB.	44 dB.

View the clinical studies: 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
O₂ monitor. Flow Settings: 1, 2, 3,
4 and 5 lpm. #1400-5000

6. BACKPACK

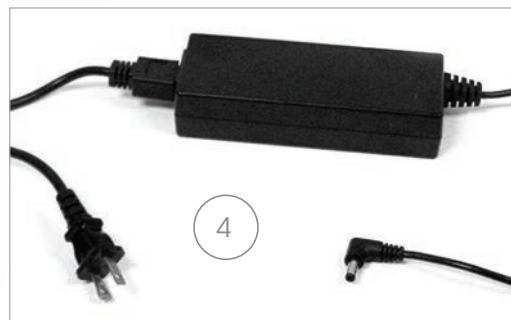
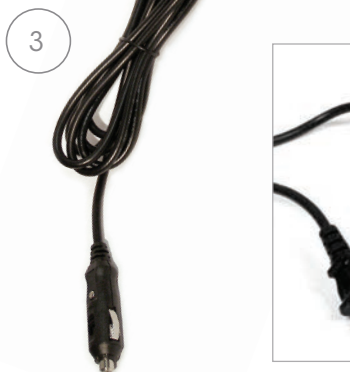
#1170-1420

7. ACCESSORY BAG

#1170-1445

8. CARRYING CASE

#1170-1410





M6

- 1 # 1100-1931
Holds 4 cylinders.
8 3/8" H x 8" D x 8" W
Was \$26.50 **Your Price = \$23.85**

- 2 # 1100-1927
Holds 24 cylinders.
36 3/4" H x 32" D x 15 1/2" W
Was \$224.20 **Your Price = \$201.78**

- 3 # 1100-1933
Holds 8 cylinders.
8 3/8" H x 8" W x 15 1/2" L
Was \$41.53 **Your Price = \$37.38**

- 4 # 1100-1946
Holds 6 cylinders.
15 1/2" H x 7 3/4" W x 11 3/4" L
Was \$40.82 **Your Price = \$36.74**

- 5 # 1100-1937
Holds 12 cylinders.
8 3/8" H x 12" W x 15 1/2" L
Was \$66.70 **Your Price = \$60.03**

- 6 # 1100-1924
Holds 6 cylinders.
39 1/2" H x 13" D x 12 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!



LIVE from the Showroom Floor:



MEDICAL SHOW KEEPS GROWING IN SOUTH FLORIDA

by Rob Saltzstein, Contributing Editor

The Florida International Medical Exhibition keeps growing in South Florida. Held August 2-4 this year at the Miami Beach Convention Center, it attracted over 1,500 exhibitors and 20,000 attendees. Many products sold through homecare providers were exhibited. The show is considered a “gold mine” for medical equipment and medical service providing companies wishing to sell internationally, especially to Central and South America.

Home HealthCare TODAY attended to take the pulse of the show. Most comments from exhibitors of home healthcare products were favorable and FIME has developed some very strong endorsements.

Harvey Diamond, Chairman of the Board & CEO of Drive/Devilbiss Healthcare, Port Washington, NY, when asked him about the show, told *Home HealthCare TODAY* that the FIME show is getting bigger and better all the time. “It’s my favorite show. We go to Medtrade but I like this one even better,” he said.

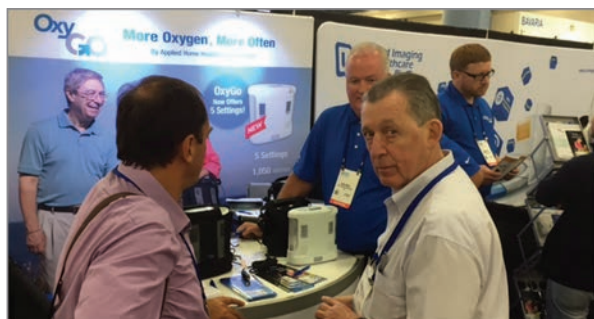
Here are some of the home medical products that were on display at FIME.



Rolling walkers and wheelchairs from Roscoe Medical



Mobility scooters at the Scootaid booth



POCs at the OxyGo® booth



Compression stockings at the Sanyleg booth



Orthopedic shoes at the Spenco booth



Mobility products at the Stealth Products booth

C/D/E



- 1 # 1100-1901**
 Holds 1 cylinder.
 7" H x 9" L x 9 1/2" W
 Was \$23.01 **Your Price = \$20.71**
- 2 # 1100-1958**
 Holds 24 cylinders.
 8 1/4" H x 39" L x 14 1/2" W
 Was \$156.79 **Your Price = \$141.03**
- 3 # 1100-1935**
 Holds 8 cylinders.
 8 1/4" H x 19 1/2" L x 9 3/4" W
 Was \$49.27 **Your Price = \$44.34**
- 4 # 1100-1936**
 Holds 6 cylinders.
 8 3/8" H x 10" L x 15" W
 Was \$44.32 **Your Price = \$39.89**
- 5 # 1100-1923**
 Holds 6 cylinders.
 39 1/2" H x 16 1/2" L x 13 3/4" 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 3/4" H x 20" L x 22" W
 Was \$181.90 **Your Price = \$163.71**
- 9 # 1100-1885**
 Holds 24 cylinders.
 45" H x 31 1/2" L x 21 1/2" W
 Was \$317.23 **Your Price = \$285.51**

Set your business apart from the rest: Add Value To Your Patient Set-Ups

With so many homecare providers out there these days, you need to find a way to stand out among the crowd to win referrals. Referral sources are looking for quick response times and excellent customer service for their patients, as well as a high quality of care. One way to show that you have all the above—and to stand out from the crowd is to add value to your patient services that other providers can't deliver.

An easy way to add value? Show you care about your patients—and are on the cutting edge of technology. One way to do this is to offer a thermal shut off device for your oxygen patients. These devices are installed in the cannula (similar to cannula connectors or swivels) and can stop the flow of oxygen if the cannula were to set fire. This not only saves your patient, but your equipment, and shows your referral sources you care about patient safety.

OxySafe™ offers a new installation step-saving bi-directional thermal fuse to help prevent oxygen fires caused by patients smoking while receiving oxygen therapy. It provides two directional protection against oxygen fires caused by patients smoking, using candles, stove-top ranges or other open flames while receiving oxygen therapy. Such fires are particularly prevalent in situations where oxygen therapy is provided in the home environment where there is limited patient supervision, though it may occur in environments like healthcare facilities and nursing homes too.

OxySafe director of sales Jon Schultz noted that some studies have estimated 39% of COPD patients continue to smoke while on oxygen. He said that OxySafe's new bi-directional thermal fuse saves time and effort in set-up.

"It really is a convenience for the customer that eliminates the need to check to see that the arrow is pointing the correct way during installation," said Schultz.

"One less step may not sound like a lot, but it's a huge benefit to the end user that saves installation time and enhances accuracy," he continued.

Easy-to-install thermal fuses such as the OxySafe are gaining in popularity as a way to combat home oxygen fires, especially by veterans who tend to have a higher smoking rate than non-veterans, according to several studies cited by veterans' groups.

"A lit cigarette can easily ignite the tips of a nasal cannula delivering an oxygen enriched air mixture supplied by an oxygen concentrator. The fire will then burn the PVC tube, effectively moving back up the tube towards the source of the oxygen—typically an oxygen cylinder, oxygen concentrator or liquid supply—making a hazardous situation worse," Schultz said.

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. "We are really pleased to be able to provide this new step-saving bi-directional safety thermal fuse immediately to our customers," Schultz concluded.



See OxySafe™
In Action:
SCAN ME!



Want to try the new design?

Home HealthCare TODAY readers can claim a FREE OxySafe™ at: homehealthcareday.org/oxysafe
WHILE SUPPLIES LAST!



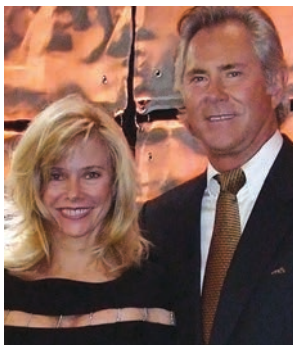
PROFILES IN Home Healthcare

Atlantic Respiratory Services

by Rob Saltzstein, Contributing Editor

Atlantic Respiratory Services (ARS) is among South Carolina's most successful independently owned and operated home respiratory equipment suppliers. With locations in Charleston and Walterboro, it is the oldest and largest independent respiratory healthcare player in the Low Country area, a picturesque geographic and tourist rich region along the South Carolina coast that includes the counties of Charleston, Dorchester, Berkeley and Colleton.

Home HealthCare TODAY went behind the scenes to interview TJ Thompson, president of Atlantic Respiratory Services, to look at a uniquely successful American home healthcare business, how it grew, why it grew and where it is headed.



TJ and JIM THOMPSON
Owners,
Atlantic Respiratory Services

AtlanticRespiratory.com

843-554-4000 (Charleston, SC)
843-549-9090 (Walterboro, SC)

Founders Jim and TJ Thompson started Atlantic Respiratory Services in the late 1980's after looking for a business they could run together. TJ had earned an MBA from the Citadel, Charleston's world famous military academy and before starting ARS she had been putting that MBA to good use, working as relocation director for Merrill Lynch. Jim's background includes extensive travel in Europe and South Africa for various business opportunities, fire fighting experience with the Baton Rouge, Louisiana fire department, and service with the U.S. Navy.

Jim also had what TJ refers to as "a great eye" for art and marketing that has played a significant role in the growth of the company. It was Jim who developed Atlantic Respiratory's distinctive yellow wings and big oxygen logo, a memorable image emblazoned on the company's seven delivery trucks.

Known as the 'Air Patrol', the logo on the trucks has given Atlantic Respiratory Services great recognition throughout the Charleston and Low Country region. As the ARS trucks crisscross four counties, this hard-to-miss yellow and blue logo against a black background has patients who want to "breathe better" in South Carolina thinking of Atlantic Respiratory Services first. Artistic talent runs deep in the Thompson household. Both their children are accomplished artists in their own right.

Please tell us about Atlantic Respiratory Services. How did you get the company name?

TJ: As for the company name, honestly we wanted a name that started with an A so we would be at the top of any lists and we are located on the Atlantic Ocean so we liked Atlantic Respiratory. Also, we have been a specialist in respiratory from the day we opened.

How did you get into the business, how long has it been in operation, how many employees did you start with, how many employees now?

TJ: We started the company in the late 80s. We will have been in business 27 years this summer. We started with just my husband and myself and one respiratory therapist. Today we have 2 locations and 20 employees.

When I was young, my best friend's father had emphysema and was on home oxygen. As an adult, I saw a wonderful opportunity to be able to give COPD patients and their families a better quality of life.

Since starting ARS, we have had the opportunity to care for my mother, my father, my stepmother and several other family members. Having been on the caregiver side of dealing with COPD and sleep therapy, has given me a great perspective on our patients' needs and how best to help them and their family members.

Is the focus just on respiratory or do you also carry other home care products?

TJ: We have always focused on respiratory. Our goal was to focus on one area of homecare and be the best at what we do. We wanted to be the respiratory experts for our patients and referral sources.

What is, in your opinion, unique about ARS?

TJ: Atlantic is a local, independent family-owned business –we have all the advantages of being able to make decisions quickly and on a local level. However, we also provide all of the latest technology and tools of a large company.

What type of background did you have before getting into the respiratory business and how did you learn all the complicated requirements?

TJ: My husband and I both have extensive business backgrounds. I have an MBA from the Citadel and I also have had my broker's license in real estate since the 80s. In the beginning, we learned a lot from Medtrade. There were a number of industry experts that we connected with at Medtrade who have provided a wealth of knowledge and guidance over the years. Jim traveled extensively with the Navy and then with other business interests in the UK and South Africa.

I come from a Real Estate family. My mother was the first female president of the SC Board of Realtors and had her own very successful real estate company. I was the relocation director for Merrill Lynch Real Estate. Jim was also in construction and development and manufacturing. He has a strong knowledge base and an entrepreneurial spirit which translates to any business venture or investment.

How did you start the business from scratch and win customers?

TJ: I made calls to hospitals and physicians' offices. We first had to determine where the customers were. Initially we worked out of rented space in an executive center that had central copiers. From there we rented another building and then purchased a property but we soon outgrew that and moved into our current location. It's amazing to look back on now. Our current building in Charleston has over 5,000 sq ft plus a warehouse. And we have another location in Walterboro. Each location services about a 60-mile radius.

continues on page 23

**Oxy
STAT™**



**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%.

- ▶ Easy user interface with one-touch controls
- ▶ Accurate, reliable results
- ▶ One-touch calibration
- ▶ 13,000 hours of continuous use
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Layered van rack with lockable door,
hinged on right side. Holds 12 D/E
cylinders and 16 M6 cylinders.
44¾" H x 32½" D x 17½" W
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4 # 1100-1862
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holds 50 M7 / M9 / C for horizontal
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Was \$519.57 **Your Price = \$467.61**

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door. 33" H x 32½" D x 28" W
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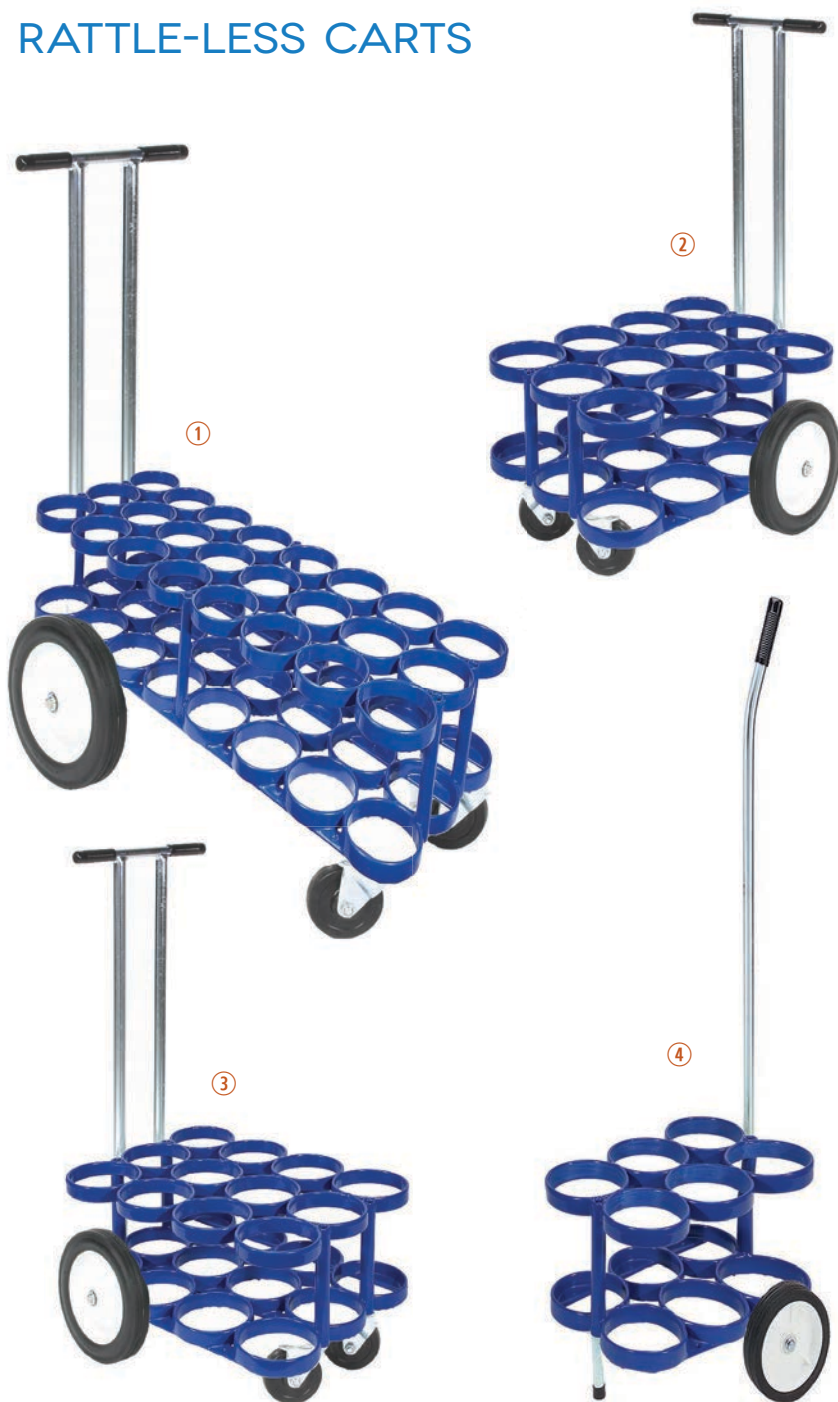
- 1 # 1100-1985
Holds 12 M6 cylinders.
Was \$44.95 **Your Price = \$40.46**
- 2 # 1100-1984
Holds 6 M6 cylinders.
Was \$29.95 **Your Price = \$26.96**
- 3 # 1100-1941
Holds 6 C/D/E cylinders.
Was \$29.95 **Your Price = \$26.96**
- 4 # 1100-1815
Holds 1 M60 (7 1/4" D) cylinder.
6" H x 14" D x 14" W
Was \$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**



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- 1 # 1100-1427**
 Rattle-Less Cylinder Cart,
 Holds 24 M6 Cylinders.
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 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
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- 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 1/4" 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
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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.

- 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**

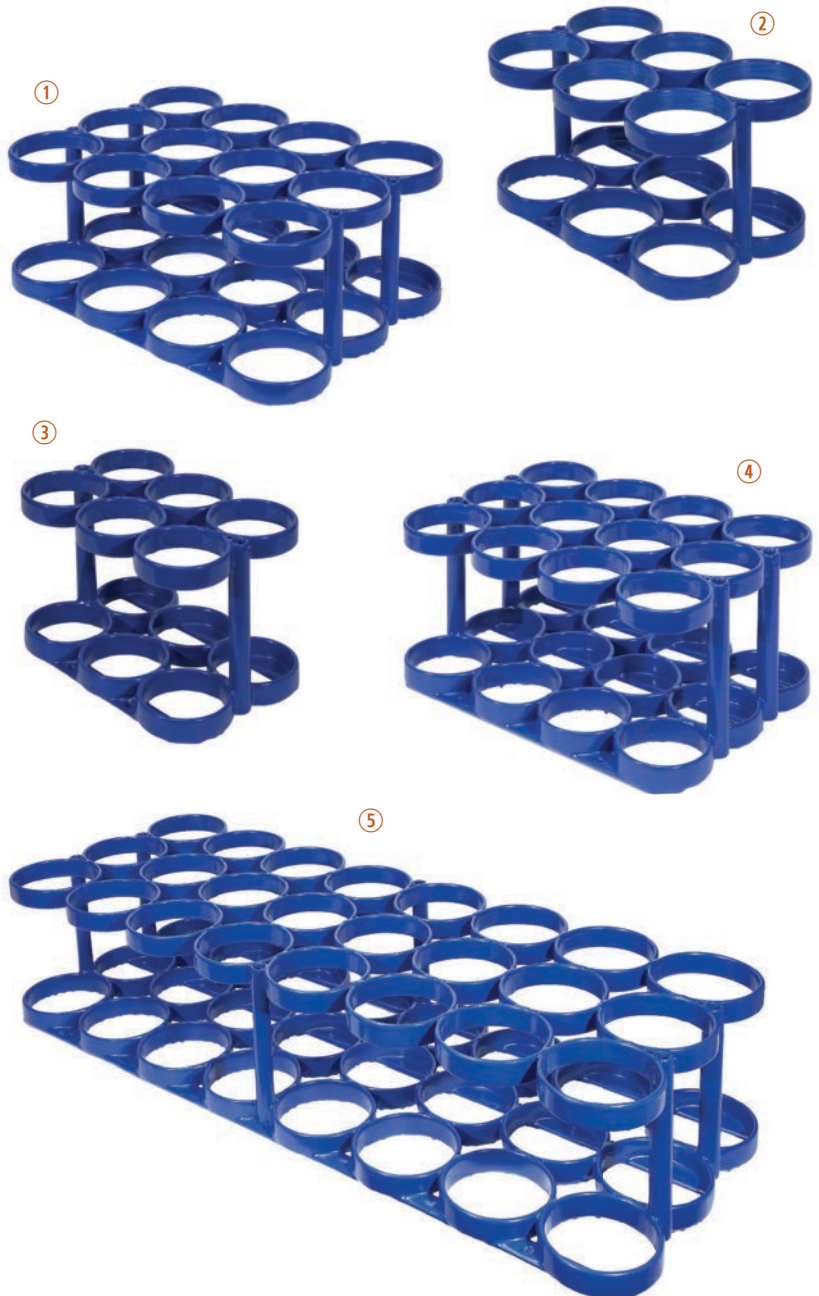
- 4 # 1100-1437
Holds 12 M6 Cylinders
Was \$82.98 **Your Price = \$74.68**

- 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**

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Medtrade's fall 2016 show offers more than 90 educational sessions stretched over three days. Here are six sessions our editors recommend as being among the most interesting and useful:

Monday, October 31

9:00 am – 3:00 pm

Applied Training Seminars:
Accreditation, FDA and DOT Training

Call **888-214-4198** for more info and to get Continuing Education Credit!

3:15 pm – 4:15 pm

Accreditation Renewals:
The Top Ten Items Deficient on Survey

Tuesday, November 1

2:45 pm – 3:45 pm

An Industry in Transition:
Hot Button Issues for DMEPOS Suppliers

Tuesday, November 1

4:00 pm – 5:00 pm

Generating New Business:
Identify, Target, Engage and Convert Key Referral Sources

Wednesday, November 2

8:00 am – 9:00 am

What HME Suppliers Must Know About Recent Changes in Employment Law

Wednesday, November 2

4:00 pm – 5:00 pm

The DME Cash Crunch:
Where is Your Revenue Getting Stuck?

show schedule

Monday, October 31

9:00 am – 3:00 pm
Workshops

3:15 pm – 4:15 pm
Educational Conference Sessions

4:30 pm – 5:30 pm
Educational Conference Sessions

5:30 pm – 6:30 pm
The Audit "Happy" Hour

Tuesday, November 1

7:30 am – 8:00 am
First-Time Attendee Orientation

8:00 am – 9:45 am
AAHomecare Washington Update & Power Panel

9:00 am – 10:00 am
Innovative Retail Product Awards

11:00 am
Team USA Power Soccer Exhibition

10:00 am – 4:00 pm
Expo Hall Hours

1:00 pm
Team USA Power Soccer Exhibition

1:30 pm – 2:30 pm
Medicare Update

2:45 pm – 3:45 pm
Educational Conference Sessions & Medicare Update

4:00 pm – 5:00 pm
Educational Conference Sessions

5:30 pm – 7:00 pm
AAHomecare's "Stand Up For Homecare" Reception

Wednesday, November 2

8:00 am – 9:00 am
Educational Conference Sessions

9:15 am – 10:15 am
Educational Conference Sessions

10:00 am – 4:00 pm
Expo Hall Hours

10:30 am – 11:30 am
Educational Conference Sessions

11:45 am – 1:15 pm
Power Lunch

1:30 pm – 2:30 pm
Educational Conference Sessions & Medicare Update

2:45 pm – 3:45 pm
Educational Conference Sessions & Medicare Update

4:00 pm – 5:00 pm
Educational Conference Sessions

Thursday, November 3

10:00 am – 1:00 pm
Expo Hall Hours



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.

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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

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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.

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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



How big an area does ARS service? What is the Low Country?

TJ: At this time, our focus is South Carolina. Atlantic covers four counties in Coastal South Carolina or the ‘Low Country.’ The term Low Country was originally coined to mean the coastal part of SC below the Fall Line and the part of the state above the Fall Line was considered the Up Country.

Charleston residents in particular are extremely proud of being from the Low Country. I was born and raised in Charleston and I’m very proud of my city and my heritage. Charleston is consistently ranked one of the top destinations in the world. In 2015 *Conde Naste* magazine rated Charleston the Number 1 City in the US and *Travel and Leisure* ranked Charleston the second best city in the world and the number one city in America and Canada.

Where would you rank ARS in size compared to your respiratory competitors in South Carolina and maybe against other state HME/DME’s also?

TJ: I’m not actually sure where we rank in terms of our competitors overall, but we are the oldest and largest independent respiratory provider in the Low Country. We have a big presence in the Low Country and in the industry.

The ARS logo looks really cool. Can you give us the story behind it?

TJ: My husband is extremely creative and artistic and he created the logo with a nod to both his military and firefighting backgrounds. As with most great ideas, it was simply something that ‘came to him’ and the shape of our vehicles is reminiscent of the old military MASH vehicles. We both love the yellow and black combination. The goal was to have something that wouldn’t be too ‘medical’ but would stand out and give us exceptional brand recognition. The Air Patrol fleet has been a big hit in the area. Patients don’t always remember the name of their HME provider but they always remember that they are with the company with the ‘wings’. Patients and their families (especially children and grandchildren) love to see the ‘Air Patrol’ pull up to their house.

Speaking about artistic talent, you have two children and a daughter-in-law with exceptional art talent. Tell us about them and are they working in the business now or plan to come into the business someday?

TJ: We have two boys but they are both artists living in NY and have their own careers. Taylor, our oldest, is an accomplished graphic design artist and film editor and Cheyney, our youngest, is a world-renowned painter and sculptor. Our daughter-in-law, Eileen Quinlan, is also an internationally known artist who specializes in abstract photography.

Your husband has a strong military and firefighting background. Can you tell us how that experience has influenced your company?

TJ: Jim was a Petty Officer in communications in the Navy and served in the Baton Rouge fire department for four years. I think the work ethic and discipline learned from his military and fire fighting backgrounds have absolutely carried over into the way we run ARS. He is very interested and involved in safety and efficiencies.

ARS currently has a fleet of seven trucks. Tell us about them and how many miles they might rack up per day or month?

TJ: I would say we usually have three-four on the road at any one time. The mileage varies depending on the tech and the route... it can be anywhere from 900 miles/month to 2000-2300 miles/month. We rotate the vehicles based on mileage and route as well. One person oversees the ‘fleet’ management but each technician is responsible for the daily and weekly maintenance and cleanliness of his/her own vehicle—it’s a team effort.

What are you most proud of at ARS?

TJ: We are most proud of our team of employees. Our employees demonstrate professionalism and compassion to our patients, their families, their caregivers, and our referral sources. Because of our employees, we are able to give back to the community, take care of our patients and provide a valuable resource to local physicians and referral sources—without them we wouldn’t have the image and the reputation we have been able to build over the last 27 years.

We pride ourselves on treating each of our patients like a member of our own family.

What are the biggest challenges you face in the business?

TJ: I would say our biggest challenges are Competitive Bidding, low reimbursement, audits, documentation and compliance requirements, and the rising health insurance costs for our employees.

We have had to dedicate a full-time person just to handle audits even though our error rates are very low. The additional administrative burden makes it difficult to dedicate our resources to patient care where it should be.

Being a respiratory provider, Medicare patients are a large part of our demographic and between the reimbursement cuts, Competitive Bidding and the additional administrative burden of audits, we are finding it harder and harder to continue to service these patients.

We are actively working, through AAHomecare and VGM, to try to affect change and I encourage all providers to get involved.

continues >

Where do you see the greatest growth prospects for for home healthcare in general over the next 5 years?

TJ: I believe the sleep business is the largest area of growth for us as a respiratory company. The baby boomers are of the age that they may be candidates for sleep therapy and OSA is one of the most undiagnosed diseases in the US today. Sleep affects your health and quality of life in such dramatic ways, we can definitely change people’s lives by getting them therapy when they need it.

How do you advertise? What was the smartest thing you ever did to grow the business?

TJ: Our Air Patrol fleet is probably our best advertisement—the branding and name recognition we receive from our vehicles has been enormous. In addition, our employees advertise for us every day by providing exceptional service. Also, word of mouth from our patients and referral sources, our marketing representatives and social media (website, Facebook) all provide great marketing for ARS.

You mentioned that your employees have made it possible for you and ARS to give back to the community? Can you elaborate?

TJ: We sponsor several local sports teams and schools. I am currently a Lung Force cabinet member for our local chapter of the American Lung Association and I am on the HME/RT Council for AAHomecare.

In addition, we have always felt very strongly about providing respiratory equipment for indigent patients and those without insurance whenever we can. We also donate nebulizers to our local schools.

Also, the respiratory students at Trident Technical College do their DME rotation every semester at Atlantic. We have each student for one week so they can learn about homecare as part of their curriculum. The director of the Respiratory Department has always said she wanted her students to learn from ‘the best’.

Any interesting trips coming up or special hobbies?

TJ: We’ve always been involved in racing, and we’ve been attending the Indy 500 for over 30 years.

In 1996, we helped sponsor our friend Davy Jones in the Indy 500 through another one of our companies and he finished in second place. Our close family friend, Ed Carpenter, has been the Pole Sitter for the last two of the last three years and is the only Owner-Driver in the race this year.

My husband loves to golf. We both share a love of racing, sailing, boating and travel. We also both love diving.

What do you do to help get physician and other referrals?

TJ: We focus on building relationships with the physicians and their staff. We want to make their jobs easier. We also provide education to them on the equipment and insurance requirements.

The referral sources know they can make one call to ARS and their patients are taken care of. We understand that when they recommend our company to a patient, we become an extension of their reputation. We take that responsibility very seriously.

Have shows such as Medtrade and state healthcare organizations been useful?

TJ: Absolutely. We are members of AAHomecare and our state association, SCMESA, in addition to Medgroup and VGM. We try to go to Medtrade at least once a year. The interaction with other company owners and industry experts and the education provided are invaluable.

Is there any particular saying or belief that inspires you and your husband every day at work?

TJ: We have been truly blessed to be in the respiratory business for 27 years and to have the opportunity to care for thousands and thousands of patients and their families. We believe in the Golden Rule. And we believe that every patient and every employee should be treated as if they were a member of our own family.

We try to live by biblical principles both in business and in life. A scripture that we try to live by is:

‘Commit to the Lord whatever you do, and He will establish your plans.’ ~ Proverbs 16:3 ■

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WINNING Through Perseverance:



How One New Home Healthcare Product Made It To Market

by Rob Saltzstein, Contributing Editor

Lesli J. Wang has beaten the healthcare product development odds. Through dogged determination and ten years of perseverance she has designed, built and brought to market a new toilet safety product, a “Free-to-Go” rollator that won second prize for innovation in Medtrade’s 2016 spring show in Las Vegas.

Her journey from zip to hip is a case study of how one home healthcare inventor overcame rejection after rejection by believing in herself and not listening to the “No, it can’t be done crowd” that constantly camped at her door.

Lesli’s is president and CEO of Free 2 Go Mobility Products, Santa Clara, CA. Her product combines the benefits of a rolling walker with a discreet raised toilet seat needed by the aged and mobility challenged. It promotes independence and dignity among a growing healthcare market for individuals who don’t want to leave their homes for fear of being embarrassed by issues of using restrooms. Lesli’s rollator reduces strain from sitting and lifting, offers support and stability to prevent falls and is ideal for restaurants, traveling and shopping.

Lesli’s story started ten years ago in the summer of 2006. *Home HealthCare TODAY* went behind the scenes to interview Leslie on why she developed the product, how she overcame obstacles and where she sees her market growing. Here is her story in her own words.

Lesli, how did you take the product from concept to reality?

Lesli: I started my search for a portable toilet safety product for Mom in the summer of 2006. The search was unsuccessful, but proved that there was an unmet need in DME. Mom had muscle deterioration related to arthritis. We were at a Mexican restaurant in Rancho Murieta, CA. When she tried to sit and get up from the restroom toilet, she had issues. I thought I could find an existing healthcare product that could help her, but I couldn’t.

With such significant focus on ‘aging in place’, I couldn’t understand how safety and independence for seniors and mobility-challenged individuals wouldn’t extend beyond the home. I also realized that this target market was increasing, along with an increase in temporary impairments due to hip and knee replacement surgeries, as well as adult obesity. I also realized that this problem is global.

My determination to resolve this issue went full-force in 2007. With no experience in product development, I became a student of *InventRight*, and immersed myself in ‘The Mom Inventors Handbook’ by Tamara Monosoff (I eventually became a student of Tamara’s as well), as well as anything else I could read to help guide me along.

With a horrible economy and no money to spare, I did as much as I could possibly do myself: made the prototype for \$500 (it didn’t work, just needed to convey the idea), created a sell sheet, invested in a provisional patent software that allowed me to write the application myself (reviewed and filed by a reputable law firm). I talked about my product with anyone that would give me a few minutes of their time: Potential customers, caregivers, physical therapists, occupational therapists, orthopedic surgeons, family, friends, and strangers. With every negative comment, there were at least two positive—just enough to keep me moving forward.



How did you build the prototype so inexpensively?

Lesli: I had two proposals for prototypes, both were in the \$20,000-\$22,000 range—everything costs money. I am really glad I did not have \$22,000 to spend. The prototype would have had to change because prototypes change and as they do, costs soar. I went and bought an existing rollator—then modified and put together pictures of it. To make it I went to a machine shop and had them cut bars off—next—remove several handles—then went to “Tap Plastics” a chain store—had a 14-inch by 14-inch cut out—made a seat by going to Joanne Fabrics—glued the fabric over—could not sit in it properly— but it looked like a regular rollator for the photos. I then went to a retirement community and borrowed a woman there for pictures of walking with it. Presto!! I had a prototype to work with. That prototype then became a talking point for me.

With your prototype in hand, how did you then go about marketing it?

Lesli: I started by doing a Google search. I put in key words and came up with 12 companies to pitch the idea to. Most would not talk with me. Some of the best money I spent—maybe \$400—was for a course on licensing. Some books were too technical, I did not have an engineering background.

It took ten years to bring the Free2Go Rollator to market! Because the entire project has been bootstrapped, there were many delays along the way. I began working with Roscoe Medical in February 2012, and the Free2Go Rollator launched in January 2016—4 years!

What awards & publicity has the Free2Go Rollator won?

Lesli: In August 2015, I entered *HomeCare Magazine's* "Story of the Year" contest and won! My story was featured in the January 2016 issue. We launched the Free2Go Rollator on January 27, 2016, and shortly thereafter, my former mentor—Stephen Key of *InventRight*—interviewed me for his column on inventing in *Entrepreneur*. To help increase visibility, we entered the Free2Go Rollator in the Medtrade Spring 2016 Innovative Retail Product Awards, and we won 2nd place!

The Free2Go Rollator also appeared in *HomeCare Magazine's* articles and coverage for Medtrade Spring 2016, Bathroom Safety and Fall Prevention (March, April and June, respectively); and was prominently mentioned in *Home HealthCare Today's* April 2016 spring Medtrade show report issue. Needless to say, the first six months of 2016 were a very exciting time for Free2Go Mobility Products!

How is the product doing today?

Lesli: The Free2Go Rollator has been well-received and we are getting sales from many different points, including Canada and Australia. But I was naive about the challenges of bringing a totally new product to market. I honestly thought, 'Finally, a solution to the problem! They are going to love this product!'

What I've learned, is that we now need to educate: Educate the distributor on how to sell it to the DME provider, the DME provider needs to educate his staff on how to sell it, the DME sales staff needs to educate the consumer about this new, innovative product. And, of course, we need to educate the consumer that there is finally a solution to toilet safety in any restroom—at home, in the homes of others, in public restrooms, and when travelling.

I am involved in many networking groups, and recently sponsored an Aging 2.0 Global Startup Search in Palo Alto, CA. Oddly, if there is resistance to the Free2Go Rollator, it is most often with the DME providers, rather than those dealing directly with individuals using DME (i.e., the caregivers, occupational therapists, gerontologists, living communities, others in eldercare services).

There was an incredibly accurate article published in the June 2016 HME Business that stressed how important it is for DME providers to engage customers with the right questions. I have also shared my article, *Toilet Safety: At Home ... and Beyond*, with several DME providers in hopes that they can better serve their customers.

When I meet with DME providers, I stress the importance of putting the Free2Go Rollator with the bathroom safety products, not among all the other rollators. First and foremost, this product addresses toilet safety in any restroom—at home, in the homes of others, in public restrooms, and when travelling. There is not one other product that affords this independence and safety—an issue that has been overlooked for too many years—and it should be marketed accordingly.

What did you do that was most RIGHT in developing the product?

Lesli: I stuck with it when the odds of bringing it to fruition seemed too great. Believing that aging and mobility-challenged individuals deserve the right to maintain their dignity and independence wherever they are, not just in the home. I am so passionate about what I'm doing, and I know that people pick up on that and appreciate it.

What did you do WRONG?

Lesli: A lot, but what is most obvious in my mind today, is that I left the 'day job' without putting some money aside. In reality, though, there was never any 'extra' to put aside. But the future looks bright and I am so glad I persevered. ■

CONTACT LESLI:

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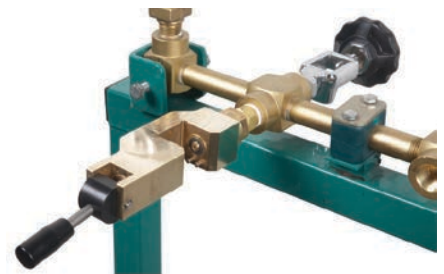
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High Speed OXYFILL Oxygen Quick Connector (1/2" NPT)

2.5 times as fast as a yoke!

1109-9932-1

Was \$144.99 **Your Price = \$130.40**

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
- 1,050 ml output
- 4.8 lbs
- 39 decibels (at setting 2)



Keep Going.™

888-214-4198
www.oxygo.life



A: The TANKS! *(also accepted: "the delivery guy")*

Trade in your old system for the latest tech! **25% MORE Efficient!**

ACT NOW! Refurbished Machines Available for a Limited Time!

Call today for the best trade-in deals: **888-214-4198**

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

NEW 2016 MODEL! Liquid^{TO} 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 EVENTS

your guide to upcoming healthcare trade shows and meetings



september

September 13

Filler Required* Applied Training Seminar
Kansas City, MO

September 27-29

HIDA Streamlining Healthcare Conference
Chicago, IL

September 28-29

2016 HDMS Users Conference
Livonia, MI

october

October 5-7

MAMES Excellence in HME Fall Conference
Omaha, NE

October 15-18

AARC Congress and Convention
San Antonio, TX

October 15-19

NCPA Annual Convention
New Orleans, LA

October 23-25

NAHC Annual Meeting
Orlando, FL

October 31

Filler Required* Applied Training Seminar
At Medtrade, Atlanta, GA

november

October 30 - November 2

LeadingAge Annual Meeting and EXPO
Indianapolis, IN

October 31 - November 3

Medtrade Fall, 2016

See our NEW exhibit at Booth #1057

Atlanta, GA

November 15

Filler Required* Applied Training Seminar
Cleveland, OH

december

December 4-6

ASHP Midyear Clinical Meeting and Exhibition
Las Vegas, NV



TRAINING TIME?

Get all of your required training in **ONE DAY** with Applied's Seminars!

Learn current FDA/DOT requirements, oxygen safety, proper equipment handling, HazMat security awareness ... and much more!

applied-inc.com/i-need-training



APPLIED
University

*Annual requirement per FDA, state and accreditation

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

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PRE-SORTED
STANDARD
U.S. POSTAGE
PAID
CLEVELAND OH
PERMIT #992

Please forward to your compliance officer and/or purchasing agent. Act Now! Offers expire 11/30/16.

Meet Our Tiny New Addition

OxyGo FIT™
portable oxygen concentrator



See actual size – page 7!

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

A NEW WAY TO
Keep Going™

www.oxygo.life

