

Home HealthCare TODAY™

Your Inside Guide to Oxygen Savings and Education

ISSUE 3, 2014



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Save money and get better product!

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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)

\$5.99 US applied-inc.com



NOVEMBER, 2014

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Do You Have An Applied Or Andonian Liquid To Gas Oxygen Transfilling System?



TURN IT INTO CASH!

Applied will buy your used system or rebuild it to run like brand new! Call or email us today for more details about this exciting new program.

440-788-4110 | med@applied-inc.com



INCREASE YOUR Oxygen Profits!

In today's DME environment in which reimbursement dollars have been reduced due to many factors, cutting costs has become as important as the number of patients that you serve. When looking for ways to cut costs, one of the easiest ways is to fill your own oxygen cylinders. When you realize that there are many other advantages to refilling your own oxygen cylinders, it becomes a project that no DME should ignore.

What are the advantages to refilling your own oxygen cylinders?

- 1** Reduce your oxygen cost by 50-100% by buying oxygen in bulk.
- 2** Reduce the frequency of purchasing cylinders. You won't need the cylinders that used to be at your supplier, because they're being filled in-house.
- 3** Reduce the number of cylinders in your inventory. Your inventory of cylinders doesn't need to be as large when filling in-house.
- 4** Reduce your dependence upon a supplier.
- 5** Have 24/7 availability of oxygen. Even in a crisis situation you will have the ability to refill oxygen.
- 6** Eliminate supplier loss and abuse of cylinders.
- 7** Eliminate supplier transaction, transportation, fuel surcharge, and other hidden fees.
- 8** Eliminate delays in getting cylinders back from your supplier.
- 9** Expand your business: If you fill, you can even supply other homecare providers.
- 10** Regain control over your cylinder inventory.





DEMYSTIFYING OXYGEN FILLING:

Gas TO Gas

Filling your own oxygen cylinders can save you a significant amount of money and headaches: Cylinders can be filled for less than one dollar, and you don't have to wait for suppliers or worry about missing cylinders. However, many people think filling is complicated and systems are expensive. Here's some good news (for a change!) — Filling is easy and a lot less expensive than you think.

How Does It Work?

When gas contained in a cylinder at high pressure is allowed to flow to another cylinder containing gas at a lower pressure, the pressures will equalize to a value somewhere between the two initial pressures. So, with a gas to gas system, the high pressure supply tanks have a higher pressure than the empty cylinders that are to be filled. A filler opens the first supply tank, allows the pressure in the two to equalize, then closes the first supply tank. The filler then opens the second cylinder, and allows it to equalize pressure. This continues down the bank of cylinders until the filling tank is full. This type of filling is sometimes called Cascade Filling.

What Do I Need to Fill?

Not much! You'll need the system itself (which runs between 2-3,000, depending on what size system you decide), a paramagnetic oxygen analyzer, and a few filling supplies (like labels, valve seals and lot stickers.) Most gas to gas systems are wall mounted, so they have a small foot print. You'll need to register with the FDA, and do some training, which most reputable manufacturers provide in their system packages.

What's the Difference Between Liquid to Gas and Gas to Gas?

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, and since you purchase liquid oxygen, you'll also get your oxygen supply for less.

EASY MAINTENANCE

You only need to have gauges calibrated annually. (And Applied does it for you!)



FILL ANY SIZE CYLINDER

Fill E, M6, C, D Cylinders ...
Whatever size your patient needs.

MOBILE FILL RACKS

Applied's Mobile Fill Racks allow you to expand your filling, as needed.

SAVES SPACE

Applied's Gas to Gas System can be mounted to any wall and is an economical and space-saving way to fill.



USE YOUR OWN TANKS

Purchase filled H or K tanks from your supplier for less — and fill your own patient cylinders.



CALCULATE YOUR SAVINGS!

Is a Gas to Gas System Right for Me?

If you are spending more than 1 dollar on your oxygen cylinders, you should be filling.

If you fill 100 cylinders or less per week, then you should start off with a gas to gas filling system.

Typical Cost from Supplier

Size	# Per Week	Cost	Total
M6	75	\$3.00	\$225.00
E	10	\$3.00	\$30.00
D	10	\$3.00	\$30.00
C	5	\$3.00	\$15.00

Total Cost Per Week = \$300.00

Plus HazMat & delivery charges!

Applied's Gas to Gas System

Size	# Per Week	Cost	Total
M6	75	56¢	\$42.00
E	10	\$1.20	\$12.00
D	10	83¢	\$8.30
C	5	66¢	\$3.30

Total Cost Per Week = \$65.60

** You could save \$234.00 per week!*



OF-560



DEMYSTIFYING OXYGEN FILLING:

Liquid^{TO} Gas

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 55 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.

LOW TRAILING MAINTENANCE

User-changeable gauges only need to be calibrated annually.

INTERNAL PUMP

Start filling faster and use less gas.



BUY IN BULK

Save even more by purchasing bulk gas from your supplier.

ACCESSIBLE MANIFOLDS

Manifolds on the front and side of the system allow you to fill continuously.

FILL ANY SIZE

You can fill any size cylinder with Applied's # OF-700R & OF-7000 Liquid to Gas System.



MOBILE RACKS

Expand your filling capacity with Applied's mobile filling racks.

HUGE SAVINGS

You can typically fill an E cylinder for only 55¢!



CALCULATE YOUR SAVINGS!

Do you fill more than 120 cylinders per week?

If so, Applied's OF-7000 Series Liquid to Gas System is a perfect match for you. Applied's system is ultra quiet and super fast, filling approximately 66 E cylinders per hour.

Calculate your savings below! ... (or give us a call and we will do it for you!)

Typical Cost from Supplier

Size	# Per 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 Per Week = \$630.00

Applied's Liquid to Gas System

Size	# Per Week	Cost	Total
M6	150	37¢	\$55.50
E	25	55¢	\$13.75
D	25	45¢	\$22.50
C	10	40¢	\$4.00

Total Cost Per Week = \$95.75

** You could save \$534.25 per week!*



OF-700R

OF-7000

DOT Law for Home Medical Oxygen

VEHICLES



1 Required for any vehicle with a hazardous material that is engaged in commerce

- Shipping papers (49 CFR 172.200)
- ERG info (49 CFR 172.602)

2 Required to be on board for a vehicle 1,001 lbs. and over

- Oxygen Manifest aka Shipping Papers # 1199-1028 DOT Was \$18.95 **Your Price = \$22.68**
- Fire Extinguisher 10BC # 0800-1003 Was \$52.25 **Your Price = \$47.02**
- Spare Fuses (49 CFR 393.95)
- 3 bi-directional reflective triangles # 0800-1010 Was \$59.95 **Your Price = \$53.96**
- ERG or equivalent information # OF-1231 Was \$6.34 **Your Price = \$5.71**

3 Required to be on the outside of the vehicle

- Nothing if under 1,001 lbs.

If 1,001 lbs. and over...

- Placarding is required on all 4 sides of the vehicle: one on each side, and each end (49 CFR 172.504)
- Can use the Oxygen placard in the United States if transporting oxygen # 1500-0003 Was \$6.55 **Your Price = \$5.89**
- Or can use the Non-Flammable gas # 1500-0002 Was \$3.30 **Your Price = \$2.97**
- If only oxygen—only display one of the placards
- If oxygen plus another type of non-flammable gases—can use both placards



PAPERS

4 When are shipping papers required?

- Anytime a hazardous material is transported in commerce (i.e. Anytime any oxygen cylinder is delivered) (49 CFR 172.200)
- Shipping Papers are not required when the hazardous material is a Material of Trade (49 CFR 173.6)

5 What's required on them?

- Proper Shipping Name (49 CFR 172.101)
- Emergency Response Phone Number: Must be answered by a person with emergency response information whenever the product is in stream of commerce. (49 CFR 172.602)
- Updates only when hazard increases: Increasing the hazard is adding a cylinder with more than 23.5 psig in the cylinder or adding a new type of hazardous material to the transport. (DOT interpretation, issued in 1985)

Want to make sure you have the right shipping papers?
Check out ours!
1199-1028 DOT
 Was \$18.95
Now = \$17.05

More tips online! ↘

www.applied-inc.com

Cylinder Basics

QUICK REFERENCE GUIDE

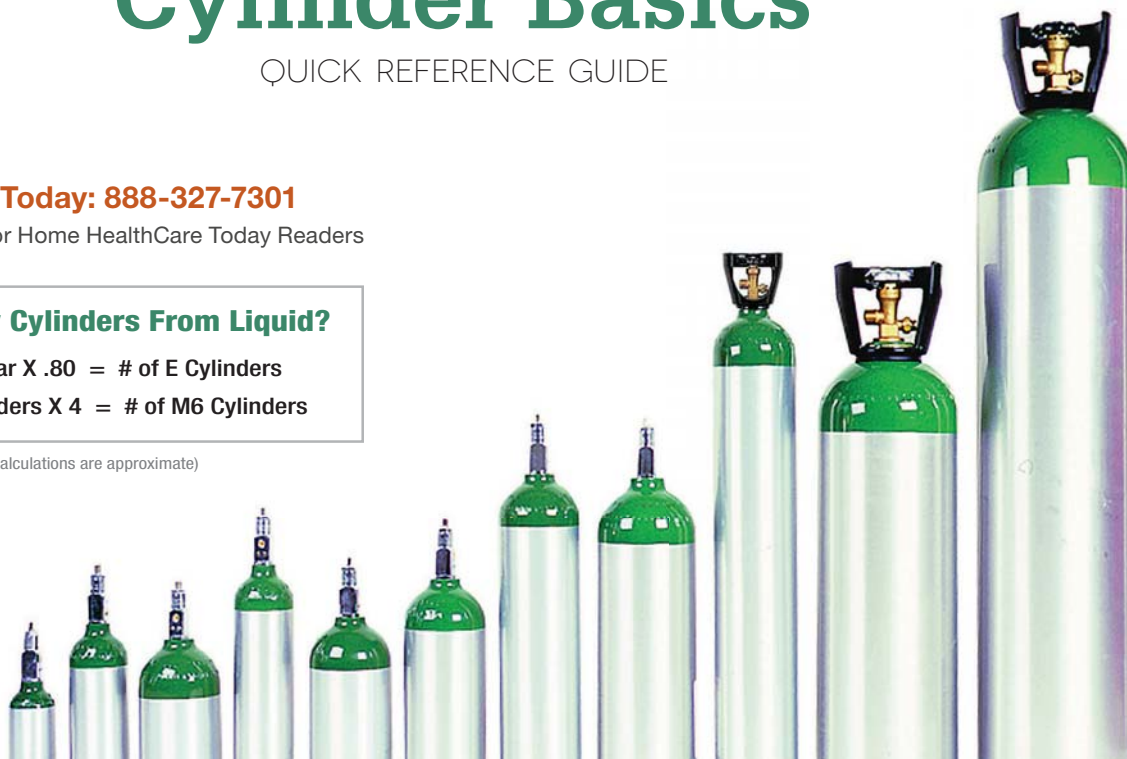
Call Us Today: 888-327-7301

Special Pricing for Home HealthCare Today Readers

How Many Cylinders From Liquid?

L in Dewar X .80 = # of E Cylinders
 # of E Cylinders X 4 = # of M6 Cylinders

(calculations are approximate)



Common Name	A	B	C	D	Jumbo D	E				H	
Newer Name	M4	ML6	M6	M7	M9	M15	M22	M24	M60	M/MM/M122	M250
Diameter (in)	3.2	4.3	3.2	4.3	4.3	4.3	5.3	4.3	7.3	8	9
Height (in) to bottom of post valve	8.5	7.6	11.5	9.1	11	16.5	16.5	25.5	23	36	52
Empty Weight (lbs)	1.6	2.8	2.2	3.3	3.7	5.3	8	7.9	22.3	39.5	114
Capacity (L)	113	165	164	198	255	425	640	680	1738	3455	7080
Capacity (cu ft)	3.99	5.83 [†]	5.79	6.99	9.00	15.01	22.60	24.01	61.38	122.01	250.03
Transport Method	bag	bag	bag	bag	bag	bag	bag	bag / cart	Not Portable	Not Portable	Not Portable
Common Valve / Regulator Type	CGA 870	CGA 870	CGA 870	CGA 870	CGA 870	CGA 870	CGA 870	CGA 870	CGA 540	CGA 540	CGA 540
Minutes of Oxygen (at 2 lpm)	48	70	70	84	108	181	272	289	739	1468	3009
Service Pressure	2216	2015	2216	2015	2015	2015	2216	2015	2216	2216	2216
Pallet Size	144	81	144	81	81	81	72	81	42	25	25
Applied Pallet Part Number	3000	3004	3001	3007	3005	3009	3011	3013	3015	3017	3020
Applied 6-Pack Part Number	3000 PK	3004 PK	3001 PK	3007 PK	3005 PK	3009 PK	3011 PK**	3013 PK	3015 PK**	3017 PK**	N/A
FREE Shipping?	YES	YES	YES	YES	YES	YES	YES	YES*	YES*	YES*	NO

[†] Free shipping by pallet only ^{**} No free shipping on 6-packs of: M150, M122, M90, M60, Jumbo D

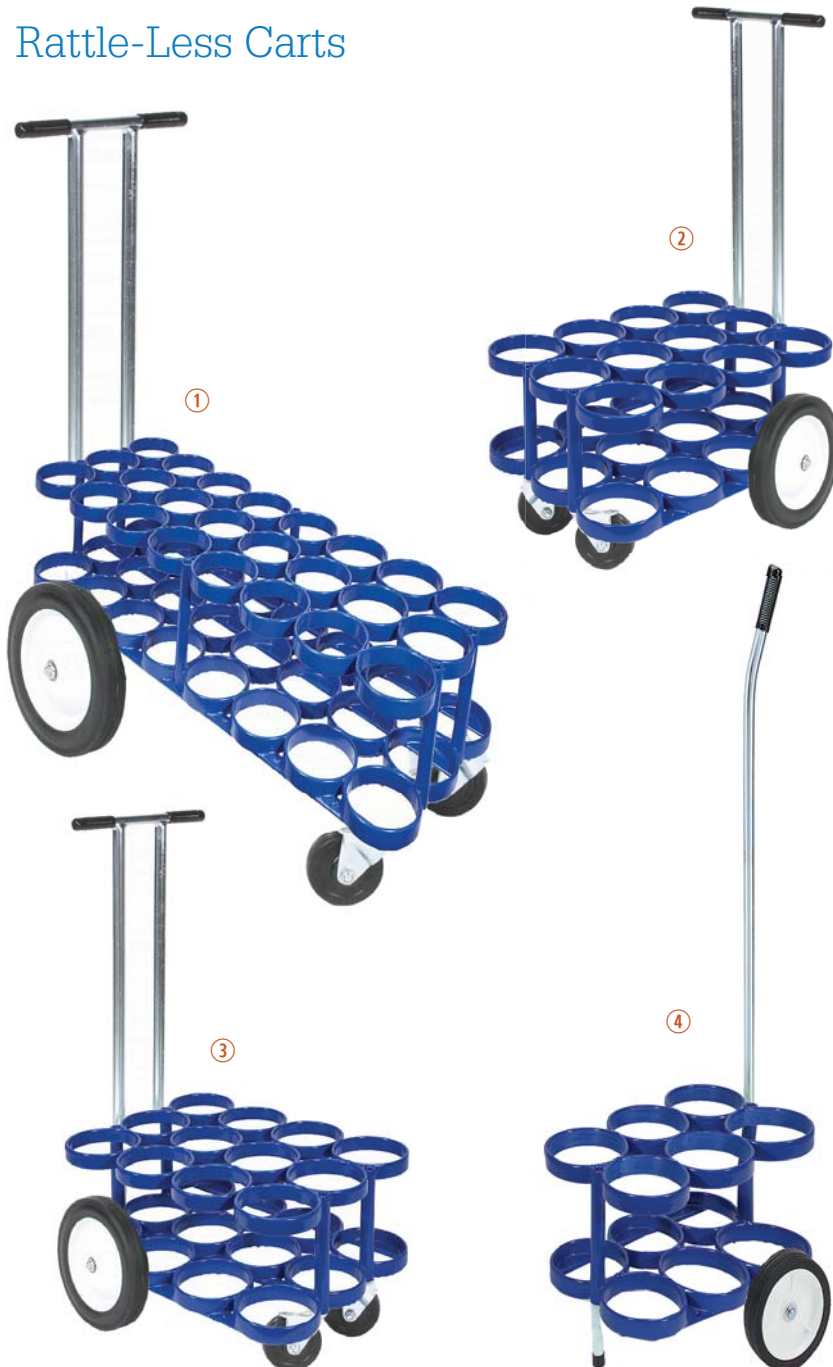


Shhhhh... Keep the Racket Down

With 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
Your Price = \$274.76
- 2 # 1100-1425**
 Rattle-Less Cylinder Cart,
 Holds 12 M6 Cylinders.
 36.75" H x 19" L x 15.5" W
Your Price = \$167.16
- 3 # 1100-1426**
 Rattle-Less Cylinder Cart,
 Holds 12 D/E Cylinders.
 36.75"H x 22" D x 20.25" W
Your Price = \$187.36
- 4 # 1100-1424**
 Rattle-Less Cylinder Cart,
 Holds 6 M6 Cylinders.
 39.5" H x 13" D x 12 1/4" W
Your Price = \$86.42
- 5 # 1100-1423 (not pictured)**
 Rattle-Less Cylinder Cart,
 Holds 6 DE Cylinders.
 39.5" H x 16.5" L x 13.75" W
Your Price = \$91.74

... “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.

- 1 # 1100-1420**
Holds 12 D/E Cylinders
Was \$88.32 **Your Price = \$79.49**

- 2 # 1100-1436**
Holds 6 D/E Cylinders
Was \$53.40 **Your Price = \$48.06**

- 3 # 1100-1432**
Holds 6 M6 Cylinders
Was \$54.26 **Your Price = \$48.83**

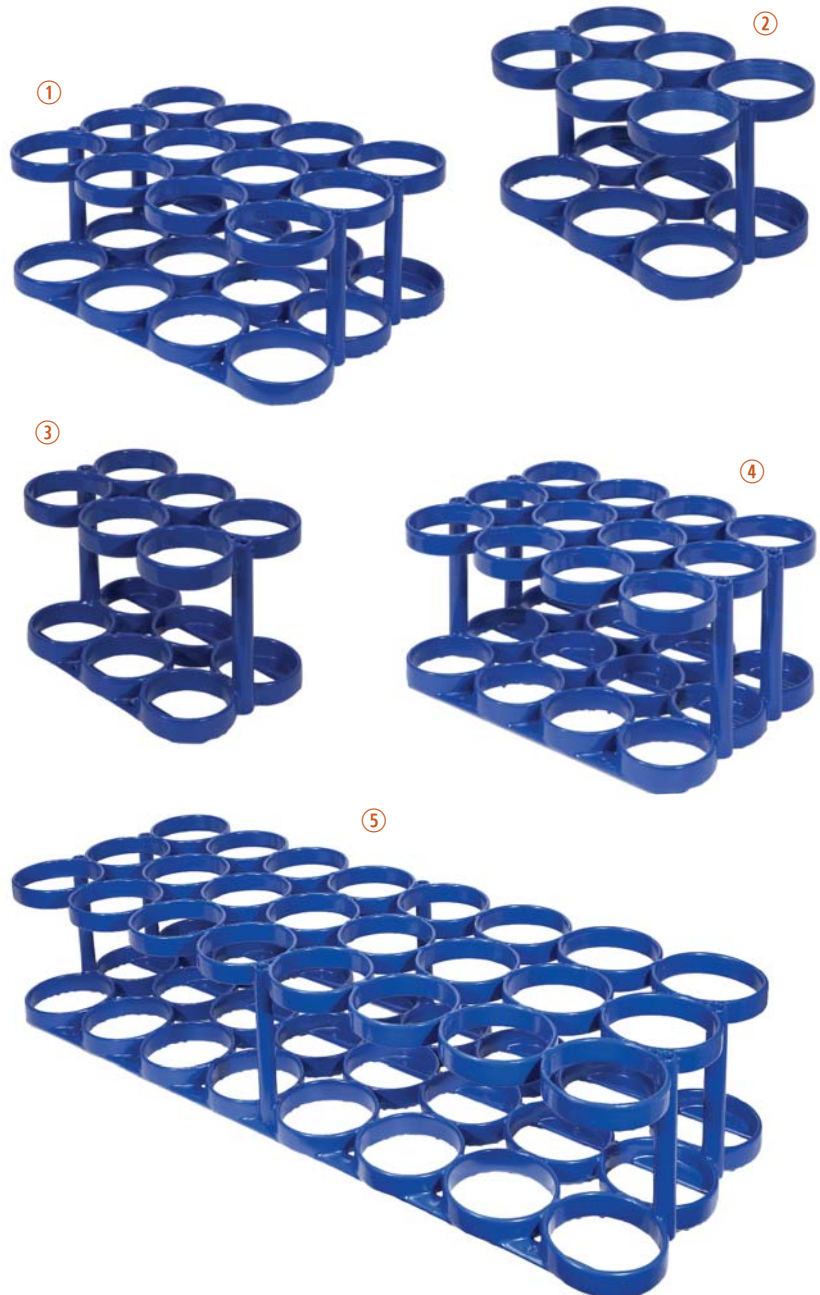
- 4 # 1100-1437**
Holds 12 M6 Cylinders
Was \$76.44 **Your Price = \$68.80**

- 5 # 1100-1458**
Holds 24 D/E Cylinders
Was \$127.94 **Your Price = \$115.15**

- 6 # 1100-1433 (not pictured)**
Holds 8 M6 Cylinders
Was \$60.90 **Your Price = \$54.81**

- 7 # 1100-1434 (not pictured)**
Holds 24 M6 Cylinders
Was \$129.11 **Your Price = \$116.20**

Rattle-Less Racks





ACT NOW!

Offers Expire 11/26/14

M6 Carts and Racks

MADE IN THE USA



- 1 # 1100-1931**
Holds 4 cylinders.
8 3/8" H x 8" D x 8" W
Was \$25.20 **Your Price = \$22.68**

- 2 # 1100-1927**
Holds 24 cylinders.
36 3/4" H x 32" D x 15 1/2" W
Was \$197.20 **Your Price = \$177.48**

- 3 # 1100-1933**
Holds 8 cylinders.
8 3/8" H x 8" W x 15 1/2" L
Was \$38.21 **Your Price = \$34.39**

- 4 # 1100-1946**
Holds 6 cylinders.
15 1/2" H x 7 3/4" W x 11 3/4" L
Was \$38.53 **Your Price = \$34.68**

- 5 # 1100-1937**
Holds 12 cylinders.
8 3/8" H x 12" W x 15 1/2" L
Was \$58.18 **Your Price = \$52.36**

- 6 # 1100-1924**
Holds 6 cylinders.
39 1/2" H x 13" D x 12 1/16" W
Was \$61.77 **Your Price = \$55.59**

- 7 # 1100-1846**
Holds 60 cylinders.
40" H x 39" D x 23" W
Was \$284.53 **Your Price = \$256.08**

Don't see the rack or cart you need?

CHECK US OUT ONLINE!



No need to worry about assembly or flimsy construction. Applied racks and carts are made to last. Flash nickel plated or power coated to resist rust and abuse.

Quality Racks & Carts

- 1 # 1100-1901**
 Holds 1 cylinder.
 7" H x 9" L x 9 1/2" W
 Was \$49.54 **Your Price = \$17.59**
- 2 # 1100-1958**
 Holds 24 cylinders.
 8 1/4" H x 39" L x 14 1/2" W
 Was \$419.34 **Your Price = \$107.38**
- 3 # 1100-1936**
 Holds 6 cylinders.
 8 3/8" H x 10" L x 15" W
 Was \$34.55 **Your Price = \$31.10**
- 4 # 1100-1923**
 Holds 6 cylinders.
 39 1/2" H x 16 1/2" L x 13 3/4" W
 Was \$68.36 **Your Price = \$61.52**
- 5 # 1100-1800**
 Holds 1 cylinder.
 41" H x 10" D x 12" W
 Was \$28.25 **Your Price = \$25.43**
- 6 # 1100-1885**
 Holds 24 cylinders.
 45" H x 31 1/2" L x 21 1/2" W
 Was \$299.27 **Your Price = \$269.34**
- 7 # 1100-1926**
 Holds 12 cylinders.
 36 3/4" H x 20" L x 22" W
 Was \$459.36 **Your Price = \$143.42**
- 8 # 1100-1912**
 Holds 2 cylinders.
 39 1/2" H x 10" L x 13 3/4" W
 Was \$57.13 **Your Price = \$51.42**
- 9 # 1100-1892**
 Holds 12 cylinders.
 19 1/2" H x 15" D x 22" W
 Was \$89.74 **Your Price = \$80.74**





SAVE NOW!

Offers Expire 11/26/14

U.S. DOT Compliant Van Racks* For years of service

MADE IN THE USA



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 \$567.62 **Your Price = \$510.86**

2 # 1100-1789
Layered van rack with lockable door.
Holds 21 M6 cylinders.
33" H x 18 1/2" D x 13" W
Was \$569.89 **Your Price = \$512.90**

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 \$602.47 **Your Price = \$542.22**

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 \$516.05 **Your Price = \$464.45**

5 # 1100-1797
25 E layered van rack with lockable
door. 33" H x 32 1/2" D x 28" W
(not pictured)
Was \$786.48 **Your Price = \$707.83**

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



Additional Van Racks
ONLINE!
www.applied-inc.com

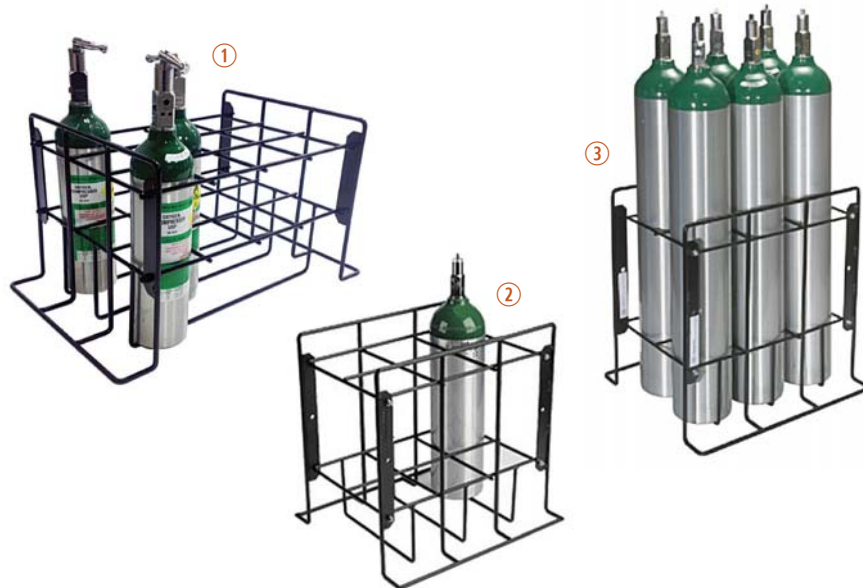


DOT TIP: AVOID DOT FINES!

* 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

- 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 \$110.36 **Your Price = \$99.32**
- 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 \$188.53 **Your Price = \$169.68**
- 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 \$193.95 **Your Price = \$174.56**



Large U.S. DOT and Transport Canada Compliant Carts & Stands





INVESTING IN YOUR BRAND IS OFTEN THE BEST INVESTMENT YOU CAN MAKE!

In HME, your brand is your identity. Any investment in your brand makes your business more valuable by making it more noticeable to the community, existing, and future customers.

How can you ensure you are earning that valuable referral?

The obvious one is to deliver exceptional service so that the customer will be willing to recommend you. However, it's sometimes hard to depend on your staff to deliver consistently exceptional service, and sometimes the customer will remember the individual as being wonderful—not your company.

One of the easiest ways to ensure you capture that valuable business is to keep your name in front of the customer. Be unique. That's why big businesses do unique things. For example: Las Vegas' Mirage has its volcano... Seattle's Pike Place Fish Market tosses the fish through the air... McDonald's has playgrounds attached to its restaurants.

But how can you set yourself apart?

Keep your name in front of the customer, make your goods unique: Private brand your equipment.

Applied's private branding program makes branding your equipment, simple, quick and easy to do. Just send us your 1 color logo and info and we will take care of the rest. We can help support your brand by laser etching your logo and/or information for permanent, non-removable marking. It looks great and won't wear off. Applied can also apply a heavy duty barcode in addition to or instead of a logo.

Carry Bags

50 piece minimum order.

1170-0022C

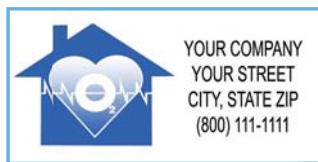
Your Price = \$12.75 each for 50

Your Price = \$11.45 each for 100 or more

1170-0020C

Your Price = \$12.60 each for 50

Your Price = \$10.97 each for 100 or more



1170-0022C

1170-0020C



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

Regulators

40 piece minimum order. Multiples of 20 thereafter.
Volume pricing and other models available.

1109-2028C (0-8 LPM)

1109-2029C (0-15 LPM)

Your Price = \$18.95 each

Call for volume pricing



Cylinders

Professional silk screening under the clear coat. Requires a one-time setup charge of \$225.00.

3013C
Pallet of 81 E cylinders without toggle (CGA 870)

3001C
Pallet of 144 M6 cylinders without toggle (CGA 870)

3005C
Pallet of C/M9 cylinders without toggle (CGA 870)

3009C
Pallet of D cylinders without toggle (CGA 870)

Your Price = \$1.67
additional per cylinder



Cylinder Labels

Compliant, branded oxygen drug product labels. Minimum order of 1,000.

1109-0006-2015

Your Price = 40¢ each



Conservers

10 piece minimum order. Multiples of 10 thereafter.
Volume pricing available.

1210-0200C

Your Price = \$167.95 each





Go Ahead... Get Carried Away!

Drivers, respiratory therapists, warehouse personnel, and others who handle compressed gas cylinders should do so using the proper equipment to ensure safe movement of the cylinders. Compressed gas cylinders are pressure vessels that are capable of becoming propelled objects (think rockets!) if the contents are suddenly exhausted, either by mishap or accident. The rapid discharge of gas can happen if the cylinders are dropped and either the valve or other part of the cylinder becomes damaged or broken. If a cylinder is dropped and takes off, it can cause injury, property damage or worse.

To prevent cylinders from being dropped, use carriers, bags, or carts when handling and moving cylinders, particularly multiple cylinders. Do not try to carry a large number of cylinders under your arms. One wrong move or trip can result in the cylinders being dropped and potentially damaged.

CARRIERS can be constructed of several types of materials. The durability of the carrier is often reflected in the type of material that they are made of. Choose the type of carrier that will best allow the performance of the task to be accomplished in a safe manner. Carriers can be constructed from cardboard, cloth, or metal. They are ideal for delivery drivers who need to carry several cylinders to their truck or into a patient's house.

CYLINDER BAGS can be useful ways to move cylinders using a lightweight material. Cylinder bags are made of heavy duty cloth and will usually fold up into a small space minimizing the area in which the bags need to be stored when not in use. They are ideal for respiratory therapists who handle small numbers of cylinders at infrequent intervals.

CYLINDER CARTS can allow you to move a large number of cylinders easily and safely. By using carts warehouse personnel, drivers, and others can roll the cart anywhere that is practical to transport the cylinders to. Care must be taken when transferring cylinders into and out of the cart.



1170-0026



1170-0020

1170-0158

Cylinder Bags

- **M6 3-in-1 Cylinder Bag**
1170-0012
Was \$9.99 **Your Price = \$7.99**
- **M6/M9 Backpack for 2 Cylinders**
1170-0020
Was \$14.92 **Your Price = \$7.99**
- **M6/B/M9/C Fanny Bag**
1170-0024
Was \$16.65 **Your Price = \$8.57**
- **Helios Portable**
1170-0026
Was \$13.35 **Your Price = \$5.99**

Cylinder Boxes

- **E Cylinder Boxes**
(case of 10 boxes)
1170-0158
Your Price = \$81.00
- **M6 Cylinder Boxes**
(case of 20 boxes)
1170-0154-1
Was \$108.80
Your Price = \$78.00
- **C Cylinder Boxes**
(case of 20 boxes)
1170-0156-1
Was \$125.00
Your Price = \$110.00



Servomex and Calibration Gases

While transfilling oxygen gas, all manufacturers are required to use a paramagnetic oxygen analyzer, such as a Servomex, to determine the identity and strength of the gas. Prior to using the analyzer it must be calibrated to manufacturer's requirements. In order to calibrate these analyzers, the manufacturer requires the use of specified (spec) or calibration gases that will provide the analyzer with a benchmark to compare to. These spec gases are different than the medical oxygen USP that is used in transfilling.

Spec gases should include a COA (Certificate of Analysis) from the supplier of the gas. The COA should include the actual results of purity of the gas when analyzed by the supplier. When introducing gas from the spec gas cylinder into the analyzer, be sure to use a low pressure regulator that limits the flow of gas to less than 10 psi.

The spec gas requirements for the Servomex analyzer are shown below.

NITROGEN CERTIFIED:

This gas is used to calibrate and adjust the low (zero) setting on the analyzer.

SG-200R: Nitrogen Specialty Gas (EXCHANGE)
Aluminum E Cylinder **CGA-580** *Your Price = \$120.21*

SG-300-1R: Nitrogen Specialty Gas (Purging ONLY) (EXCHANGE)
Aluminum E Cylinder **CGA-580** *Your Price = \$120.21*

OXYGEN CERTIFIED:

This gas is used to calibrate and adjust the high (span) setting on the analyzer.

SG-100-1R: Oxygen Specialty Gas (EXCHANGE)
Aluminum E Cylinder **CGA-540** *Your Price = \$120.21*



Servomex vs. Handheld Analyzers

A Servomex is a paramagnetic oxygen analyzer. It is used to tell you what your gas identity is and the strength/purity of that gas. A Servomex's accuracy is $\pm 0.1\%$ Oxygen and has been validated by ORSAT apparatus to USFDA Pharmacopoeia 23.

Oxygen is magnetic! Oxygen is attracted to a strong magnetic field — most other gases are not. This para-magnetism is used to obtain fast, accurate measurements.

If your oxygen analyzer reading is 99.5%, then your oxygen is between 99.4% and 99.6% pure.

Why can't I use my handheld analyzer when testing the identity and purity of my gas?

A handheld analyzer uses fuel cell sensors which are much less accurate — $\pm 3.0\%$. This means that your 99.5% oxygen could be anywhere from 96.5% and 100% pure (possibly not Oxygen USP)! Therefore, the FDA has specified using a paramagnetic analyzer, such as a Servomex.

NEW Servomex 5200 Analyzer: # OF-940

OXYFILL® Portable Oxygen Analyzer System Model 2 (5200):
For use with oxygen strength measurement ($\pm 0.1\%$) Compliant
with current FDA Guidelines (includes Power Adaptor).

Your Price = \$3,792.46

Servomex Annual Maintenance: # OF-936

Protect your investment, and meet FDA Requirements!

Your Price = \$450.00

OF-935 (loaner unit) *Your Price = \$60.00* per week

FDA Requirements ** cheat sheet **



REGISTRATION

1 Anyone who fills, or private labels the gas **MUST register** (21 CFR 207.20)

- Must be done annually. (21 CFR 207.21(a))
- Must be submitted between October 1 and December 31 of the year. (21 USC 360(b) (2))
- Must be done within 5 days of starting filling. (21 CFR 207.21(a))
- Everyone who registers must do a drug listing. (21 CFR 207.21 (a))
- You only submit a drug listing, after the initial reporting, if there are updates. (21 CFR 207.30(b))
- FDA may assign an FEI number to each establishment, but if it doesn't use that locations DUNS. (Guidance for Industry Providing Regulatory Submissions in Electronic Format)

Applied can register for you! **Call us for more information!**
1-888-327-7301

LABELS

2 What's on the label?

Oxygen Drug Product labels must meet requirements from the following agencies FDA, DOT & OSHA. The following are the FDA requirements:

- Contents must be on label. (21 CFR 201.51, FDA Draft Guidance line 898)
- Label must have the statement “For emergency use only when administered by properly trained personnel for oxygen deficiency and resuscitation. For all other medical applications, Rx Only.” (FDA Draft Guidance line 905)
- Do not place a label on top of a label. (FDA Draft Guidance line 895) and only have one drug product label on it. (FDA Draft Guidance line 931)
- Company Name (as registered with the FDA 21 CFR 201(f)) and Principal Place of Business (21 CFR 201.1 (f)) with the street address, city, state and zip—unless you are listed in the phonebook, then you don't need the street address. (21 CFR 201.1 (i))
- Distributors must have a qualifier on the label (distributed by, manufactured for). (21 CFR 201.1(h)(5))
- No qualifier means you're a manufacturer. (21 CFR 201.1(h)(2))

Get compliant liquid and gas labels from Applied! **Check out page 17!**

RECORDS

3 Records and record retention

- Records must be kept for 3 years after distribution. (21 CFR 211.180(a))
- You can keep them as PDFs or on a computer, if they can be immediately retrieved. (21 CFR 211.180(d))
- Records you need to keep: (FDA Draft Guidance line 1347)
 1. Equipment Cleaning and Use Log;
 2. Label Logs (*identity and quantity of each shipment, review of conformity, distribution*);
 3. Batch Production Records (*with 2 signatures*);
 4. Calibration Logs;
 5. Complaint Files;
 6. Training Documentation



*More tips
← online!*

www.applied-inc.com



Plastic Valve Seals

OXYLOK

Large Plastic Valve Seal

White, Bag of 1,000

1109-0048

Was \$85.00 **Your Price = \$76.50**

OXYLOK MINI

Small Plastic Valve Seal

White, Bag of 1,000

1109-0053

Was \$75.00 **Your Price = \$67.50**



Washers

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

1109-1017

Was \$48.00 **Your Price = \$43.20**

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

1109-1068

Was \$116.27 **Your Price = \$96.28**



Wet Bands

Standard Size Cellulose Wet Bands

30.5 mm x 25 mm.

1109-0014 Bucket of 1,000

Was \$91.92 **Your Price = \$82.73**

1109-0019 Bucket of 2,500

Was \$169.57 **Your Price = \$152.61**

1109-0074 Bucket of 4,000

Was \$238.24 **Your Price = \$214.42**

1109-0075 Bucket of 11,500

Was \$569.24 **Your Price = \$512.31**

Lot Stickers

OXYMARK Lot Stickers

750 per roll

1109-0002 Blank

1109-0002A Lot and Exp. Date

1109-0002B Lot and Liter

Was \$19.95 **Your Price = \$17.96**

OXYMARK Replacement Ink Roller

1109-0002IR

Was \$6.38 **Your Price = \$5.74**



Calibrations

NEW High Pressure Gauge

(with calibration)

1120-0057C

Was \$58.54 **Your Price = \$52.69**

NEW Vacuum Gauge

(with calibration)

1110-0420C

Was \$58.54 **Your Price = \$52.69**

NEW Digital Thermometer

(with calibration)

1108-0115-1C

Was \$76.66 **Your Price = \$68.99**



Quick Connectors

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

1109-9932-1

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

High Speed OXYFILL Oxygen Quick Connector (1/4" NPT)

1109-9931-1

Was \$144.89 **Your Price = \$109.00**



Preventative Maintenance **FAQs**

Applied Liquid to Gas Systems are designed with ease of use and longevity in mind, and with proper, simple care, your Applied System can run problem free for a lifetime.

Each year, an authorized Applied Staff Technician or in-house personnel who have up to date training by Applied staff, should perform certain easy checks to ensure the performance of your system.

Required Maintenance for OF-700, OF-7000, & HP-40 Transfilling Machines

What are some of the things that are required each year?

1. Check that gauges and thermometers are calibrated to NIST standards
2. Check for leaks throughout the system
3. Check for wear on the roller assembly
4. Check for wear on the side rollers
5. Check vent valves for wear
6. Check manifold valves for wear
7. Check vacuum pump for wear
8. Inspect Top Pump Seal
9. Check Upper and Lower seals
10. Inspect Pigtailed for fraying or kinks
11. Check vacuum pump pulls appropriate vacuum with normal limits
12. Run batch to evaluate if system is pumping and filling cylinders within normal rates
13. Inspect Cryogenic vent valves.
14. Inspect vent lines
15. Inspect Pressure switch
16. Perform Nitrogen Purge of cryogenic tank

* Up to date and current training means successful completion within twelve (12) months or less of Applied training in the specific areas of system preventative and annual maintenance.

** System means the liquid to gas, gas to gas, or liquid to liquid system including multiple filling racks, calibration equipment, gases, and Servomex analyzer.



Who can perform these checks?

An authorized Applied Staff Technician or an authorized technician trained by Applied. Training on these checks is provided at the time of installation, or via online class. Your in-house personnel with up to date or current training* may perform the checks according to the following guidelines, or an Applied on-staff technician can come on-site. *(Any maintenance performed on your system** by any non-authorized personnel can effect the performance of your overall system and will void any warranty.)*

I'd like an Applied Authorized Staff Technician to service my system... How does that work?

Just give us a call and we can set it up! Our technician will come to your location for up to an 8 hour day to perform maintenance checks, and if you like, some training and audit work.

What's the most cost effective way to maintain my system?

We recommend become a member of Applied's Care Plus program. Applied's Care Plus program provides you will unlimited technical phone support, free replacement of wear parts, free calibrated gauges and thermometers, and half off the price of a standard Preventative maintenance package.

Applied Care Plus Program
Your Price = \$1,999.95

Preventative Maintenance
at your location by an Applied technician
Your Price = \$1,941.00



OF-300 Series Online Operator Training Courses

One year of access to 3 online classes

OF-5000S OD | *Your Price = \$799.95*



Recommended Cleaners:

1. Tough Dirt & Adhesive LABEL REMOVER 3G

One Gallon # 1109-5520
Was \$72.25 **Your Price = \$59.99**
each for a case of 4

120 Count Wipes # 1109-5524
Was \$28.23 **Your Price = \$19.99**
each for a case of 6

2. Certified Medical Grade Leak Detector

One Gallon # 1109-1023
Was \$27.95 **Your Price = \$19.99**
each for a case of 4

3. Everyday Cleaner CONCENTRATOR CLEANER

One Gallon # 1109-5527
Was \$33.92 **Your Price = \$19.99**
each for a case of 4

120 Count Wipes # 1109-5528
Was \$16.79 **Your Price = \$11.99**
each for a case of 6

4. Mild Cleaner OXYGEN EQUIPMENT CLEANER

One Gallon # 1100-0026-1
Was \$72.25 **Your Price = \$59.99**
each for a case of 4

120 Count Wipes # 1100-0022-1
Was \$28.23 **Your Price = \$19.99**
each for a case of 6

Are you using a metal scraper? You could be damaging your cylinders! Try our ergonomic scraper **FOR FREE...** for a limited time!

FREE SCRAPER!

When you mention this ad



Buying In Bulk?



We have 55 gallon drums! Private label available. Give us call today!

1-888-327-7301

It's Training Time!

🕒 WITHIN 90 DAYS OF HIRE

If you've got a new hire, you'll need DOT training within 90 days! The FDA requires cGMP training, too, before you can let your new filler out on his own.

🕒 EVERY 3 YEARS

The US DOT requires that every employee receive 3 types of training at least every 3 years, and within 90 days of start of employment for new employees.

🕒 ANNUALLY, CONTINUOUS

Personnel training in CGMP is required by law (21 CFR 211.25). This training must be given on a frequent and continuing basis and be documented.

Keep up with required training to
**AVOID VIOLATIONS AND
STAY COMPLIANT**

There are two types of training that are generally accepted:

1. In-house training on cGMP and on the job training given by qualified personnel

If you choose to do training in-house, you should be sure to cover current good manufacturing processes, and document the type, time and attendance at each session. An easy way to do this training in house is to use a training aid, such as the those available from Applied and other sources, that lays out the course and walks you through the steps to make sure your training is properly documented.

Qualified personnel means that the person who trains them needs to have the adequate qualifications to train. This can be a mix between on the job experience and formal training, but it all should be documented and the trainer's qualifications should be kept with the records that the personnel have been trained.

2. Training by an outside consultant

If you choose to hire an outside consultant, the training must be documented and the firm must also keep a record of the consultant's name, address and qualifications. All Applied classes come with the instructors qualifications to keep you compliant.



Stop by and see us in Atlanta!



FREE Training Certificate at Medtrade!

Attending Medtrade Fall in Atlanta?

Visit us at our 1-hour Medtrade seminar and receive a FREE training certificate!

"How To Refill Your Own Oxygen, Improve Patient Services & Reduce Costs"

✓ Wednesday, October 22, 2014 from 8:00 am – 9:00 am

Other LIVE Seminars

Get all of your training in one day with Applied's FDA / DOT & Accreditation Seminar:

- ✓ Monday, November 10, 2014 — **Cleveland, OH**
- ✓ Tuesday, January 13, 2015 — **Raleigh, NC**
- ✓ Tuesday, February 3, 2015 — **Philadelphia, PA**

Online, On-Demand Training

Applied makes training easy with online on-demand classes! Our subscriptions below will meet all of your required training and are good for an unlimited number of employees for an entire year! Certificates included!

OF-5000F: Filling On-Demand Subscription
Was \$799.95 **Medtrade Special = \$699.95**

OF-5000D: Delivery On-Demand Subscription
Was \$799.95 **Medtrade Special = \$699.95**





Are you ready for Accreditation and Regulatory Inspection?

Applied has virtually everything required to store and deliver oxygen in cylinders and cryogenic vessels. Here's a brief checklist of the things you need.

Visit www.applied-inc.com for more!

Step 1:

Review this itemized list, checking off the items you still need to purchase for compliance.

Step 2:

Give the list to your purchasing department for fast, online ordering at applied-inc.com.

Or scan and email it to Applied. We usually ship everything the same day!



Qualitative Fit Test Kit
0800-0080
Was \$315.00
Your Price = \$259.95



Isolation Kit
0800-0915-1
Was \$13.33
Your Price = \$10.67



Hazardous Spill Kit
0800-0918
Was \$19.45
Your Price = \$14.20



First Aid Kit
0900-0004
Was \$82.07
Your Price = \$68.57



Vehicle First Aid Kit
OF-1209
Was \$34.23
Your Price = \$31.75



Disposable Respirators
0800-0061
Was \$27.80
Your Price = \$24.00



Smoke Detector
0800-0090
Your Price = \$10.81



Fire Extinguisher
0800-1003
Was \$52.52
Your Price = \$50.62



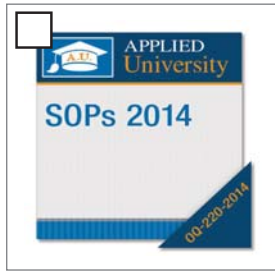
Disinfectant: One Gallon
1109-5512
Was \$19.97
Your Price = \$17.67



Oxygen Cleaner (Case of 4)
1100-0026-1
Was \$72.25
Your Price = \$59.99



SDS Center (18" x 24")
0800-0120
Was \$85.59
Your Price = \$76.86



2014 SOPs
OQ-220-2014
Your Price = \$314.34



Emergency Guidebook
OF-1231
Was \$6.34
Your Price = \$5.40



HazMat Book
OF-1210
Was \$6.18
Your Price = \$5.54



HazMat Driver Kit
OF-1208
Was \$30.11
Your Price = \$27.10



Training Log Book
OF-1250
Was \$3.82
Your Price = \$3.53



Sign Starter Kit (Qty. 12)
0800-0220
Was \$33.80
Your Price = \$26.00



No Smoking Sign
1109-0032
Was \$24.32
Your Price = \$21.89



Flex. No Smoking Sign
OF-1228
Was \$5.72
Your Price = \$4.11



Placard Kit (Qty. 8)**
OF-1220
Was \$32.15
Your Price = \$28.94



Flip Placard**
OF-1243
Was \$37.78
Your Price = \$27.07



Aluminum Placard Holder**
OF-1223
Was \$29.75
Your Price = \$24.55

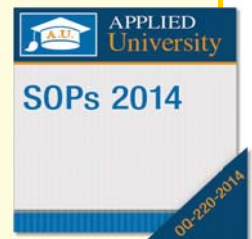
** Required only when transporting 1,001 lbs. of oxygen including the weight of the containers, cylinders, and / or vessels.

TIP

Did you know that ALL providers are required to have a written policy and procedure manual?

All Providers must have a written policy and procedure manual. No matter what type of inspector or accreditor, they all require that you write your processes down. Not only is it good business, but it's also required.

OQ-220-2014 **Your Price = \$314.34**



American-Made CPAP Tubing

Applied's medical tubing is made from materials that comply with FDA specifications 21 CFR 177.1520 and 21 CFR 177.1210. All tubing is constructed from materials that comply with ISO 10993 / FDA standards for cytotoxicity and biocompatibility. Our tubing is manufactured from FDA compliant, latex free, all virgin raw materials and is made in the USA.



STANDARD

Standard Tubing, 6 ft. CPAP tubing – gray, 22 mm cuff and 19 mm tube.

1700-4000 **Your Price = \$1.98** each. Sold in cases of 100.

FREE TRIAL* 6 ft. CPAP Tubing!

888-327-7301 OR <http://goo.gl/bVV1J8>

* free with any order



ERGONOMIC

Applied Ergonomic tubing is a lightweight medical tubing for CPAP and respiratory therapy. It has exceptional strength with a smooth interior and corrugated exterior that allows for quiet, kink free operation. Available in 6 foot lengths with ergonomic ends. 22 mm cuff and 19 mm tube.

1700-4001 **Your Price = \$2.48** each



SLIMLINE

Slimline is smaller and lighter, yet stronger than other tubing that is currently available. This tubing is compatible with all CPAP units which are designed for smaller diameter tubing and machines with adjustable resistance. Tubing diameter is 15 mm with ergonomically designed 22 mm cuffs. Available in 6 foot lengths.

1700-4002 **Your Price = \$3.95** each

Perfect for ResMed S9!

Applied's TOP 5

TIPS FOR IMPROVING Your Patient's CPAP

1 Correct size and fit.

With so many options when it comes to masks, it is important to make sure your patients have the correct type of mask. Some prefer a full face mask that covers both the mouth and nose, or a smaller mask that utilizes a nasal pillow and covers less of your patient's face.

Masks come in different sizes and your patient's mask size may vary from one brand to another. Using the mask fitting chart provided by the manufacturer will help you find the mask size that best fits your patient.

2 Adjusting to wearing the mask.

If a patient is new to CPAP therapy, they may have some trouble getting used to wearing their mask throughout the night. Patients sometimes find it helpful trying out the mask during the day for small intervals of time. This will allow the patient to become accustomed to how their mask feels as they move, and how they can better adjust the mask to fit them most comfortably. Consistency is the key!

3 Maintenance.

Staying on top of filter replacements will keep your patient's CPAP machine functioning properly and keep their airways safe from dust and debris that could cause problems in their airways. Check out the HCPCS Schedule on page 7 for replacement suggestions on machine filters and other CPAP items.

4 Avoid a dry or stuffy nose.

Suggesting the use of a nasal saline spray at bedtime, or using a machine that has a heated humidifier are both ways to prevent your patients from suffering a dry or stuffy nose during treatment. Making sure the mask is secure, without any leaks, will also lessen the possibility of dryness.

5 Keeping the mask in place.

Often times the patient will remove the mask while sleeping. Use of a full face mask or chin strap will usually solve this problem. Be sure to adjust the chin straps for comfort and best fit.



Deluxe Full Face CPAP Mask

With replaceable cushion.
HCPCS # A7030 (mask)
A7035 (head gear)

1700-3001S
1700-3001M
1700-3001L

Your Price = \$70.00 each



Deluxe Full Face Replaceable Cushion

HCPCS # A7031

1700-3002S
1700-3002M
1700-3002L

Your Price = \$14.00 each



Scan the QR code to download our
FREE Mask Fitting Guide to ensure
the proper fit... every time!

APPLIED CPAP EQUIPMENT...
Maximizing Patient Outcomes and Profits.

**DOESN'T FIT?
NO WORRIES!**

Applied has a mask
exchange program!



Chin Straps & CPAP Replacement Schedule

HCPCS	Item Description	2014 Schedule
A4604	Heated Circuit Tubing	1 per 3 months
A7027	Combination Oral/Nasal Mask	1 per 3 months
A7028	Replacement Oral Cushion for Combination Oral/Nasal Mask	2 per month
A7029	Replacement Nasal Pillows for Combination Oral/Nasal Mask - Pair	2 per month
A7030	Full Face Mask	1 per 3 months
A7031	Replacement Full Face Mask Cushion or Liner	1 per month
A7032	Replacement Nasal Cushion or Liner	2 per month
A7033	Replacement Pillows - Pair	2 per month
A7034	Nasal or Pillows Mask	1 per 3 months
A7035	Headgear	1 per 6 months
A7036	Chinstrap	1 per 6 months
A7037	Tubing	1 per 3 months
A7038	Filter - Disposable	2 per month
A7039	Filter - Non-disposable	1 per 6 months
A7046	Replacement Water Chamber	1 per 6 months



Adjustable ▲

Adjustable Neoprene chin strap (compare to Puresom Adjustable Ruby), OEM #TMS-09 ADJ

- # 1700-3102XS = 6"
- # 1700-3102S = 7"
- # 1700-3102M = 8"
- # 1700-3102L = 9"
- # 1700-3102XL = 10"

Your Price = \$12.00 each

Note: Due to the rapid changes in reimbursement, this information is for reference only. Applied Home Healthcare Equipment cannot guarantee its comprehensiveness or accuracy. Applied urges you to contact a reimbursement specialist for up-to-date information.

DID YOU KNOW... that surveys show 60% of patients do not have a mask brand preference?

*Try Them!
we guarantee your
patients will like them!*

Universal ▶

Universal Neoprene chin strap.
HCPCS #A7036

1700-3101

Your Price = \$8.00 each



Ruby Style ▶

Applied Ruby Style chin strap (Circumference from chin to top of head). Compare to Puresom Ruby. OEM #TMS-09, HCPCS #A7036

1700-3105S = 24 - 28"

1700-3105M = 29 - 31"

1700-3105L = 32 - 36"

Your Price = \$9.50 each



Premium ▶

Applied Premium chin strap (compare to Respiroics Premium), HCPCS #A7036, OEM #1012911

1700-3104

Your Price = \$13.00 each



Deluxe ▶

Applied Deluxe chin strap (compare to Respiroics Deluxe), HCPCS #A7036, OEM #302425

1700-3103S = 26"

1700-3103L = 28"

Your Price = \$11.00 each



RESPIRONICS® FILTERS			<p>Respironics M-Series Ultrafine Filter 1 3/4" x 7/8" OEM #1029331; HCPCS #A7038 # 1700-2101 Your Price = \$1.66 (pack of 2)</p> <p>Respironics M-Series Foam Pollen Filter 1 5/8" x 7/8" OEM #1029330; HCPCS #A7039 # 1700-2102 Your Price = \$1.35 (each)</p>
			<p>Respironics PR System One Ultra Fine Filter 1 3/4" x 7/8" OEM #1063096; HCPCS #A7038 # 1700-2111 Your Price = \$1.70 (pack of 2)</p> <p>Respironics PR System One Foam Filter 1 5/8" x 7/8" OEM #1063091; HCPCS #A7039 # 1700-2112 Your Price = \$1.35 (each)</p>
RESMED® FILTERS			<p>ResMed S8 Disposable Filter 1 3/8" x 3/8" OEM #33973; HCPCS #A7038 # 1700-2201 Your Price = \$1.20 (pack of 2)</p>
			<p>ResMed S9 Disposable Filter 2 1/8" x 1 3/8" OEM #36851; HCPCS #A7038 # 1700-2211 Your Price = \$1.50 (pack of 2)</p>
FISHER & PAYKEL® FILTERS			<p>Fisher & Paykel HC200, HC220, HC221 Series Disposable Filter 5" x 3/4" OEM #900HC222; HCPCS #A7038 # 1700-2301 Your Price = \$1.56 (pack of 2)</p>
			<p>Fisher & Paykel HC230 Series and HC600 Series Disposable Filter 2 3/4" x 7/8" OEM #900HC240; HCPCS #A7038 # 1700-2311 Your Price = \$1.60 (pack of 2)</p>
			<p>Fisher & Paykel ICON Series Disposable Filter 2 1/16" x 5/8" OEM #900ICON503; HCPCS #A7038 # 1700-2321 Your Price = \$1.60 (pack of 2)</p>

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How Can You Help STOP Patient Cannula Fires?

28825 Ranney Parkway
Westlake, Ohio 44145
U.S.A.

PRSR STANDARD
US POSTAGE
PAID
CLEVELAND, OH
PERMIT NO. 283

© Applied Home Healthcare Equipment 2014

Your Priority Code Is

110114

According to the Joint Commission NPSG.15.02.01, EPs 2 and 3 require home care organizations to provide education to the patient and family regarding causes of fire and fire prevention activities.

So the question is, what education are accreditation agencies looking for besides telling the patients not to smoke or be near an open fire when using their oxygen?

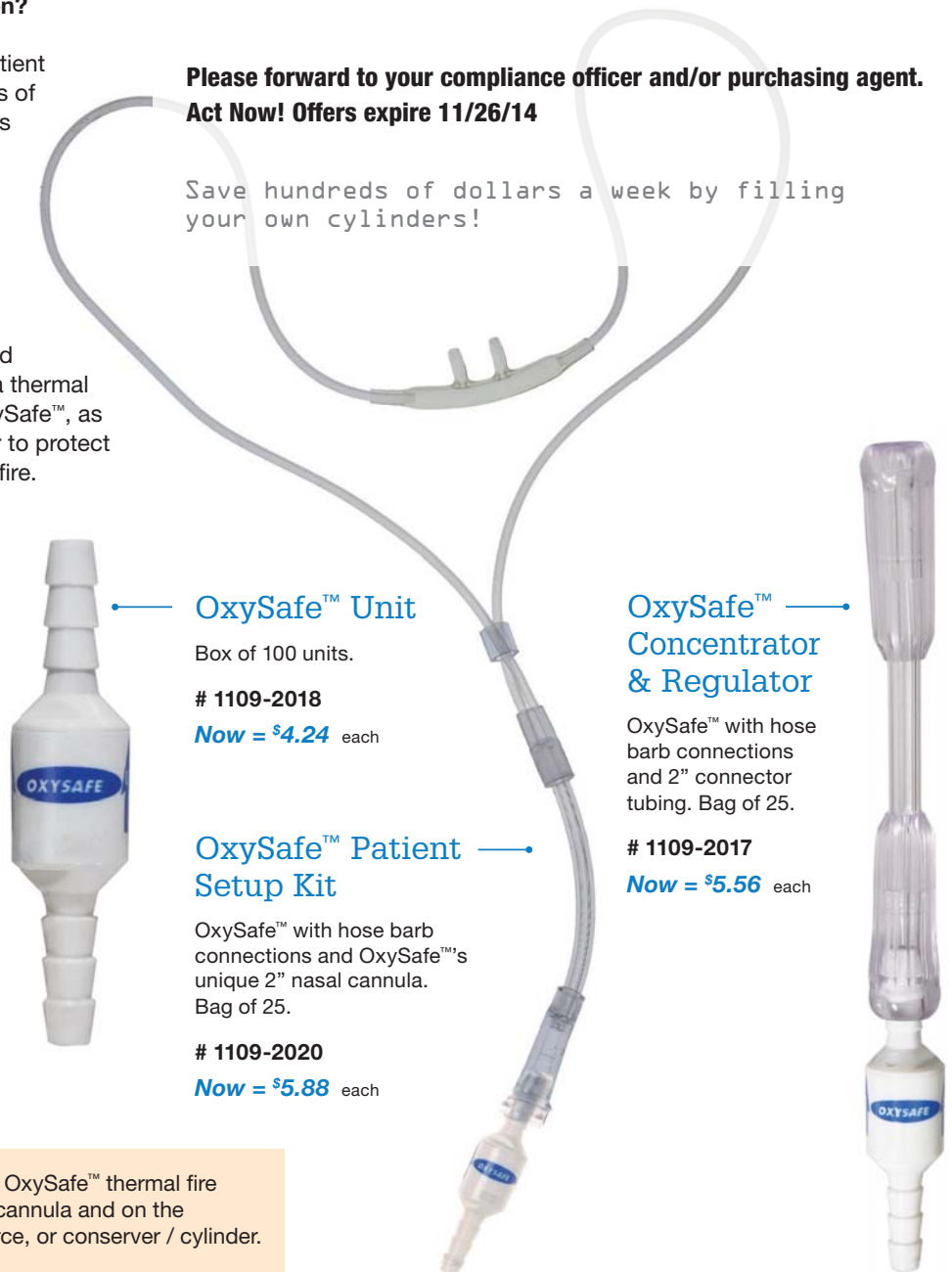
Accreditation agencies expect that patient education include the common causes of household fires, how oxygen enhances fires and a comprehensive list of what preventative actions need to be taken by the patient using oxygen. This education can be provided orally, or in writing (such as in a pamphlet), or preferably both.

In addition to proper education Applied recommends providing patients with a thermal shut off device, such as Applied's OxySafe™, as part of regular patient set-ups in order to protect against further damage from a tubing fire.

OxySafe™ is a thermal fuse designed to stop the flow of gas in the event that the downstream cannula or supply tubing is ignited. With OxySafe™, the PVC tube is inclined to extinguish because PVC will not normally burn in air — offering healthcare providers a cost effective solution to lower the risk of serious patient injury in a dangerous oxygen fire. OxySafe™ should be placed as close to the patient as possible AND as close to the source as possible. This means that, ideally, you would outfit a patient with 2 OxySafe™. This way you can protect the patient and others by protecting the oxygen source from fire.

Please forward to your compliance officer and/or purchasing agent. Act Now! Offers expire 11/26/14

Save hundreds of dollars a week by filling your own cylinders!



OxySafe™ Unit

Box of 100 units.

1109-2018

Now = \$4.24 each

OxySafe™ Patient Setup Kit

OxySafe™ with hose barb connections and OxySafe™'s unique 2" nasal cannula. Bag of 25.

1109-2020

Now = \$5.88 each

OxySafe™ Concentrator & Regulator

OxySafe™ with hose barb connections and 2" connector tubing. Bag of 25.

1109-2017

Now = \$5.56 each

TIP

Most VA patients require two (2) OxySafe™ thermal fire stops. One each on the patient cannula and on the concentrator, liquid oxygen source, or conserver / cylinder.