

Four reasons
why your
health care
may *never* be
the same

*Dear
Medicare Patient:*

We're sorry to tell you that because of action being considered by the U.S. Congress, we may no longer be able to supply your home medical equipment and respiratory needs.

The U.S. House of Representatives has already passed a bill that will dramatically change the quality of products and services you receive to treat your medical conditions in the privacy of your home. They call it "**competitive bidding.**" It should be called the "**down-with-quality-home-care-for-the-elderly bill.**"

The Senate is moving toward review of this legislation.



The Honorable

United States Senate

Washington, D.C. 20510

What does
“competitive bidding”
mean to you,
our valued
Medicare patient?

- 1) Your freedom to choose your provider, including the one who’s taken care of you for years, will disappear. This process will reduce the number of home health care providers, especially in rural areas, and limit your access to care.
- 2) Both quality and service will be seriously compromised. As you know, the services we provide to you are as important as the equipment you use. The few home health care providers left will face severe budget constraints, and the first thing that will be cut is service, including preventive equipment maintenance, patient/caregiver education, 24-hour on-call service and care by professional respiratory therapists.
- 3) Innovation in home medical equipment technology will be limited. Advances such as equipment that makes oxygen last longer for traveling consumers or lighter walkers with wheels and brakes that are safer and easier to use may not have occurred under this proposed program. These innovations enhance the quality of your lives. By cutting reimbursements, as this legislation proposes, future innovations will not occur. Manufacturers will be incented to produce cheap equipment with none of the innovative features you’ve come to expect.

“Competitive bidding
will create a monopoly”

- 4) The end of small businesses, which are the bedrock of the American way of life. Those of you who owned businesses know how much of yourselves you invested in your operation. Those of you who patronize small businesses know that the level of service provided by a locally owned non-chain operation far exceeds that of the “big box” nationals that are rapidly overtaking the country’s landscape. Competitive bidding will create a monopoly, and your quality of care will be compromised as a result.

As your locally owned and independently operated care provider, we are telling you this with heavy hearts. We consider you, our patients, to be part of our extended family. What can **you** do to ensure that the quality care we’ve been providing can continue? Fill out the perforated postage-paid card attached to this brochure and mail it **AS SOON AS POSSIBLE** to your Congressional representatives and your U.S. senators. If you need addresses for them, please call our business and we’ll be happy to provide you with the information.

Sincerely,

Your locally owned HME provider

detach here

Competitive bidding for my home medical equipment will mean the **end of free choice and quality of care**. Please **do not support** this bad health-care policy. **Please support** [S.1428 - Medicare Durable Medical Equipment Act of 2007](#).

Signature: _____

Address: _____

City: _____

State: _____

ZIP: _____

Print name: _____