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1601 Connecticut Ave. NW, Suite 500
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Dearest Medicare Patient:

We're very sorry to tell you that because of a new law passed by Congress, you could be forced to use a different home medical equipment supplier that was chosen by the U.S. government because of a low bid.

Congress calls this “**competitive bidding.**” It is not used in any other area of medicine. It is new to all of us and will lead to many, many companies like ours being barred from serving Medicare beneficiaries.

What “competitive bidding” means

- 1) You will lose most of your freedom to choose your home medical equipment providers. This process will eliminate a large number of current providers.
- 2) Quality and levels of service will be affected. The services we provide (example: checking your oxygen concentrator to make sure it's working properly) are as important as your equipment. Health care providers are already facing declining revenues, and the first thing that will be cut is service. That includes preventive equipment maintenance, patient/caregiver education, 24-hour on-call service and the professional care of respiratory therapists.

- 3) Innovation in home medical equipment technology will be limited. Manufacturers and low-bidding suppliers will be rewarded with more market share if they make and use cheaper equipment. There will be little incentive or opportunity to pursue technology like equipment that makes oxygen last longer when you're traveling or walkers with wheels and brakes that are lighter and safer.
- 4) Small business is the bedrock of the American economy. Those of you who worked hard and built your own companies know how invested you were in your business. People prefer to patronize small businesses, just as you like to use a locally owned home medical equipment company because the service is superior to a “big-box” operation. Successive rounds of competitive bidding will create a monopoly.

As your locally owned and independently operated provider, we are telling you this with sadness in our hearts. We consider you part of our extended family.

What can you do to let people know how unhappy you are with this new law and its effect on your physical and mental health?

Call (toll-free) **1-800-613-7678**

This hotline has been set up by CRE, a Washington, D.C. watchdog organization. Its experts will summarize the information from your calls and present it to the appropriate government agencies and the media.