



# FOUR REASONS WHY YOUR HEALTH CARE MAY NEVER BE THE SAME.

Dear Medicare Patient,

We're very sorry to tell you that because of a current Medicare law, 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.

This law will dramatically change the quality of products and services that you receive to treat your medical conditions in the privacy of your own home. They call it "**competitive bidding.**" It should be called the "**down-with-quality-home-care-for-the-elderly bill.**"

## 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 law does, future innovations will not occur. Manufacturers will be inclined to produce cheap equipment with none of the innovative features you've come to expect.

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.

## “COMPETITIVE BIDDING WILL CREATE A MONOPOLY”

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? Contact your representative **AS SOON AS POSSIBLE**, and ask that they support a repeal of “competitive bidding” for home medical equipment. Ask your representative to co-sponsor H.R. 3790, and ask your senators to support a Senate version of H.R. 3790.

To reach your representative, dial the U.S. Capitol Switchboard at 202-224-3121 and ask to be directed to your congressperson. Don’t wait. Your legislator must hear from you!

If you have any questions regarding this matter, please feel free to contact us.

Sincerely,  
Your locally owned HME provider

