

SUPPLEMENT TO:

# HME News

THE BUSINESS NEWSPAPER FOR HOME MEDICAL EQUIPMENT PROVIDERS

DECEMBER 2018

# State of the Industry

# 2018

Updated  
with  
2017  
Data

## The HME Market By The Numbers

# Swapping growth for change

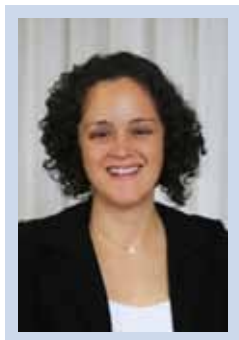
This probably says it all: In this year's State of the Industry Report, for our data on Medicare utilization for 2017, we decided to change the name of the column "2017 Growth" to "2017 Change."

Why? Because for several years now, the allowed charges for the majority of codes have been decreasing year over year, not increasing, and for many codes, by a lot.

Take CPAP devices. There is an increasing, not decreasing, number of people who are being diagnosed and treated for obstructive sleep apnea, with awareness efforts at what I'd guess are all-time highs (thanks to everyone from the CPAP manufacturers to John Goodman's character on Roseanne).

Well, the allowed charges for E601 decreased about 15% in 2017 to \$136.4 million. Other products that saw decreases in 2017:

- Oxygen concentrators (E1390): down about 31%



- Power wheelchair, Group 2 standard, Captain's chair (K0823): down about 27%

- Hospital bed, semi-electric with mattress (E0260): down about 28% (although, without mattress: up about 53%)

So what are those products that saw "growth" in 2017?

POCs, for one. The allowed charges for E1392 increased about 5% in 2017 to about \$35.3 million.

In addition to POCs, supplies seem to be a product category that's seeing growth year over year:

- Disposable canister for pump (A7000): up about 7%
- Tubing used with suction pump (A7002): up about 4%
- Replacement nasal cushion (A7032): up about 3%
- Replacement nasal pillows (A7033): up about 5.5%
- Cushioned headrest (E0955): up about 16%
- Tubing with heating element (A4604): up about 25%

There are even a few other codes that, like cushioned headrests and tubing, saw double-digit "growth" in 2017, including:

- EF blenderized foods (B4149): up about 24%
- Custom fabricated wheelchair back cushion (E2617): up about 20%
- Power wheelchair, Group 3 standard, Captain's chair (K0849): up about 20%
- Ultralight wheelchair (K0005): up about 24%
- Dry pressure mattress (E0184): up about 44%

You'd think with the aging baby boomers that we'd see some more consistent, marginal increases in utilization across the board starting right about now. Actually, with the oldest baby boomers starting to turn 65 back in 2011, we should be in the thick of it.

A number of watchers believe the industry has "hit bottom" so to speak, and with significant changes to the competitive bidding program set to take effect in two years, maybe we'll have to swap change back to growth.

Until then!

—Elizabeth Beaulieu, editor, HME News

## HME News

Sign up for your free print and email subscriptions online!

[www.hmenews.com/subscribe](http://www.hmenews.com/subscribe)





Due to the cancellation of this year's HME News Business Summit, we are bringing some of the sessions to you in our new Summit Talks Webcast Series!

## Post-acute care: Forecasting the future

**Wednesday, December 12, 1:30 pm ET**

The future of health care is in the home. Guiding care to the home drives significant savings, improves clinical outcomes, and increases patient satisfaction. Unfortunately, the crucial role that is played by homecare providers is often poorly understood. In this webcast, presenter Steve Wogen will discuss:

- The evolving market for post-acute care: How health plans, particularly those with high concentrations of Medicare members, are realizing common failure points in our current system
- The vision for a new healthcare continuum that places the patient at the center of care where they are most often: at home
- The role that forward-thinking homecare providers can play in architecting the future of care at home.

### ***Presenter:***



**Steve Wogen**  
*Chief growth officer, CareCentrix*

### ***Moderator:***



**Liz Beaulieu**  
*Editor, HME News*

Can't make a live event? Everyone who registers gets a link to view the recording after the webcast! All webcasts are \$99 each.

Register online and view the other webcasts in the series at:  
**[www.hmenews.com/webcasts](http://www.hmenews.com/webcasts)**

# Medicare: DME growth by category

A quick snapshot: 2011 - 2017



SOURCE: CMS

BETOS Product	2011	2012	2013	2014	2015	2016	2017
D1A.....Med/surg supplies.....	198M	183M	153M	203M	231M	300M	341M
D1B.....Hospital beds .....	240M	230M	139M	120M	112M	86M	67M
D1C.....Oxygen and supplies... 2.1B.....	1.9B	1.3B	1.4B	1.5B	1B	740M	
D1D.....Wheelchairs.....	1.05B	1.1B	622M	615M	625M	588M	596M
D1E.....Other DME .....	3.6B	3.9B	2.5B	2.6B	3B	2.6B	2.5B
D1G ....Respiratory meds .....	637M	709M	605M	836M	890M	863M	900M
<b>Total</b>	<b>7.8B</b>	<b>8.1B</b>	<b>5.3B</b>	<b>5.8B</b>	<b>6.3B</b>	<b>5.5B</b>	<b>5.1B</b>

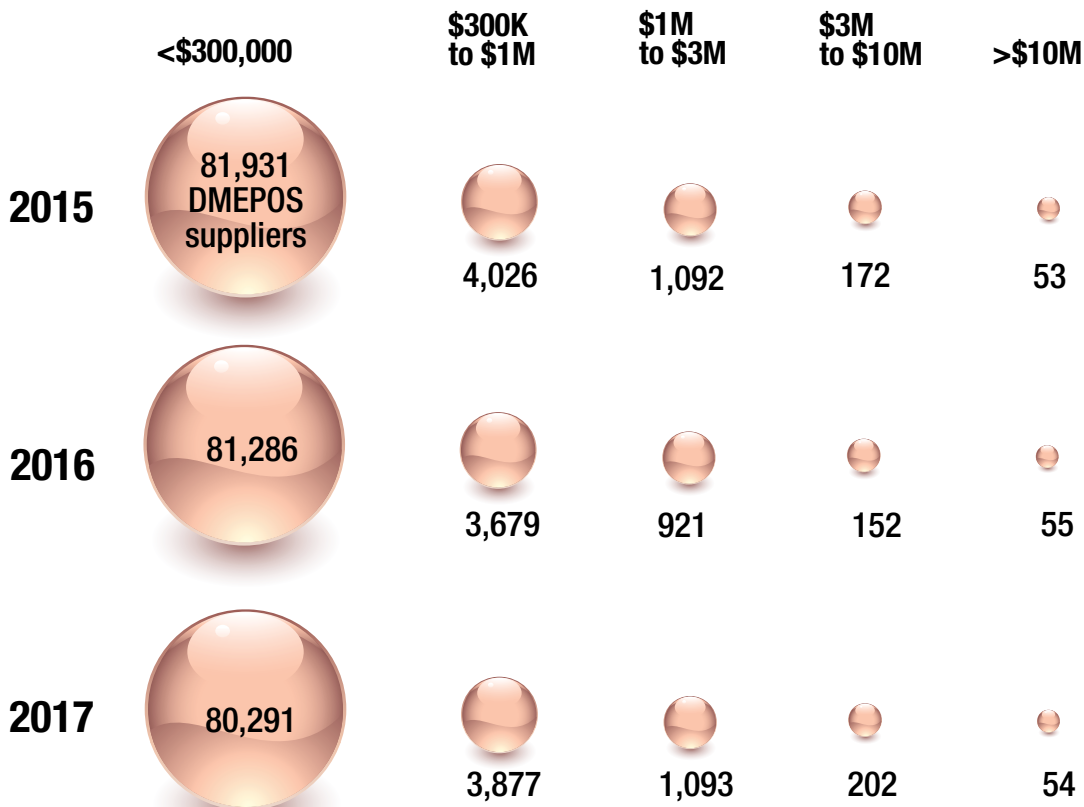
Allowed Charges

## What is a BETOS bucket?

**BETOS STANDS FOR BERENSON-EGGERS TYPE OF SERVICE**, and it's the name of a coding system developed to analyze the growth in Medicare expenditures. The coding system covers all HCPCS codes; assigns a HCPCS code to only one BETOS bucket; consists of readily understood clinical categories that permit objective assignment; is stable over time; and is relatively immune to minor changes in technology or practice patterns.

SOURCE: CMS

# Most DMEPOS suppliers bill Medicare less than \$300,000 per year



SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

**HME**



**DATABANK**

INSIGHT TO GROW YOUR BUSINESS



The data to *drive* your  
business forward

[www.hmedatabank.com](http://www.hmedatabank.com)

## Medicare: Number of beneficiaries, suppliers, 2017

### ✓ E1390 O2 Concentrator

Jurisdiction	Beneficiaries	Suppliers
A	161,697	1,252
B	220,124	1,883
C	450,813	3,478
D	251,587	2,038
Nation*	1,081,876	5,336

### ✓ E0601 CPAP

Jurisdiction	Beneficiaries	Suppliers
A	119,453	1,042
B	137,093	1,702
C	280,271	3,436
D	174,683	1,949
Nation*	710,138	5,370

### ✓ E0260 Hospital Beds

Jurisdiction	Beneficiaries	Suppliers
A	47,818	795
B	41,254	1,247
C	81,421	2,698
D	20,348	1,218
Nation*	190,548	4,996

### ✓ A4253 Blood Glucose Strips

Jurisdiction	Beneficiaries	Suppliers
A	589,024	14,639
B	621,887	12,891
C	956,411	24,048
D	597,005	13,279
Nation*	2,759,034	47,384

### ✓ K0823 Power Chair

Jurisdiction	Beneficiaries	Suppliers
A	3,131	169
B	6,047	327
C	19,215	874
D	6,414	390
Nation*	34,754	1,630

### ✓ K0001 Standard Chair

Jurisdiction	Beneficiaries	Suppliers
A	49,546	926
B	48,423	1,487
C	121,708	2,977
D	42,765	1,503
Nation*	261,743	5,355

\*Note: "nation" numbers of beneficiaries and suppliers are across all dme jurisdictions (beneficiaries and suppliers in multiple jurisdictions are counted only once)

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



Due to the cancellation of this year's HME News Business Summit, we are bringing some of the sessions to you in our new Summit Talks Webcast Series!

**Wednesday, January 9, 2 pm ET**

## The competition: The anti-Amazon approach to beating Amazon

So many healthcare businesses are obsessed with the "Amazon effect." And with good reason: the giant e-tailer has made a number of moves in the healthcare space, including teaming up with JP Morgan Chase and Berkshire Hathaway on a yet-to-be disclosed initiative, securing approval as a wholesale distributor in numerous states and offering a Prime discount for Medicaid recipients. But where others see the apocalypse, Justin Racine sees opportunity. In this webcast, you will learn the "anti-Amazon" approach and how, by leveraging your unique experience and knowledge to create something it could never replicate, you can keep the e-tailer's hands off your customers.

**Presenter:**



**Justine Racine**  
Director of marketing and eCommerce, Geriatric Medical

**Moderator:**



**Liz Beaulieu**  
Editor, HME News

Register online and view the other webcasts in the series at:

[www.hmenews.com/webcasts](http://www.hmenews.com/webcasts)

Can't make a live event? Everyone who registers gets a link to view the recording after the webcast! All webcasts are \$99 each.

## Medicare: Utilization for 2017, top HCPCS

### Respiratory

Product	Procedure Code	Allowed Charges	Allowed Services	2017 Change
E1390.....	Oxygen concentrator .....	\$579,026,856.41 .....	7,666,062 .....	-30.94%
E0601.....	Cont airway pressure device .....	\$136,406,346.45 .....	4,037,820 .....	-14.54%
A7030 ....	CPAP full face mask .....	\$126,709,183.96 .....	1,415,780 .....	-4.29%
A7034 ....	Nasal application device .....	\$104,241,949.15 .....	1,864,315 .....	-4.91%
A7031 ....	Replacement facemask interfa.....	\$90,014,841.33 .....	2,644,557 .....	1.21%
A7032 ....	Replacement nasal cushion .....	\$79,025,686.05 .....	4,162,747 .....	2.92%
E0431.....	Portable gaseous O2 .....	\$61,229,828.08 .....	3,421,536 .....	-15.62%
E0562.....	Humidifier heated used w/PAP .....	\$60,850,732.60 .....	1,501,269 .....	-7.05%
E0470.....	RAD w/o backup non-inv intfc .....	\$57,287,029.68 .....	646,493 .....	-15.66%
A7033 ....	Replacement nasal pillows .....	\$51,865,408.29 .....	3,344,644 .....	5.47%
A4604 ....	Tubing with heating element .....	\$49,202,622.24 .....	1,233,560 .....	25.30%
E0471.....	RAD w/backup non inv intrfc .....	\$39,543,575.21 .....	179,652 .....	-11.77%
A7035 ....	Pos airway press headgear .....	\$38,734,674.92 .....	2,097,210 .....	-4.65%
E1392.....	Portable oxygen concentrator .....	\$35,281,726.94 .....	913,932 .....	5.34%
A7038 ....	Pos airway pressure filter .....	\$32,954,976.62 .....	15,723,649 .....	-2.21%
K0738 ....	Portable gas oxygen system .....	\$30,893,389.89 .....	800,425 .....	-11.42%
A7037 ....	Pos airway pressure tubing .....	\$22,643,619.53 .....	1,878,657 .....	-25.26%
E0443.....	Portable O2 contents, gas .....	\$21,130,880.13 .....	425,184 .....	-18.11%
A7046 ....	Repl water chamber, PAP dev .....	\$12,767,717.32 .....	956,509 .....	15.97%
E0570.....	Nebulizer with compression .....	\$11,904,177.09 .....	2,477,106 .....	-50.03%
A7039 ....	Filter, non disposable w/pap .....	\$5,016,388.32 .....	818,858 .....	-11.21%
E0442.....	Oxygen contents, liquid .....	\$4,245,304.92 .....	77,687 .....	-31.94%
E0955.....	Cushioned headrest .....	\$3,927,763.73 .....	82,691 .....	15.61%
E0439.....	Stationary liquid O2 .....	\$3,744,410.69 .....	49,180 .....	-50.01%
E0444.....	Portable O2 contents, liquid .....	\$3,505,216.11 .....	70,756 .....	-35.38%
A7005 ....	Nondisposable nebulizer set .....	\$3,355,056.01 .....	281,741 .....	-49.92%
A7036 ....	Pos airway press chinstrap .....	\$2,037,457.67 .....	192,031 .....	0.94%
A7003 ....	Nebulizer administration set .....	\$1,705,387.61 .....	1,106,303 .....	-29.04%
E0434.....	Portable liquid O2 .....	\$1,313,974.42 .....	72,416 .....	-35.05%
A7027 ....	Combination oral/nasal mask .....	\$799,239.24 .....	6,668 .....	-32.13%
A7028 ....	Repl oral cushion combo mask.....	\$699,401.38 .....	20,801 .....	-27.75%
E0565.....	Compressor air power source .....	\$676,649.55 .....	19,415 .....	-31.15%
A7029 ....	Repl nasal pillow comb mask .....	\$376,866.64 .....	24,521 .....	-22.91%
E2208.....	Cylinder tank carrier .....	\$314,861.18 .....	7,452 .....	-20.65%
A7004 ....	Disposable nebulizer sml vol .....	\$214,758.49 .....	166,810 .....	-44.95%
A7015 ....	Aerosol mask used w nebulize .....	\$185,349.56 .....	143,868 .....	-40.44%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

# Medicare: Utilization for 2017, top HCPCS

## Durable Medical Equipment

Product	Procedure Code	Allowed Charges	Allowed Services	2017 Change
E0260.....	Hosp bed semi-electr w/matt	\$47,469,880.32	938,606	-28.14%
E0143.....	Walker folding wheeled w/o s	\$27,657,276.96	604,475	-24.30%
E0630.....	Patient lift hydraulic	\$11,299,330.10	234,892	-24.61%
E0163.....	Commode chair with fixed arm	\$9,868,401.32	195,119	-38.54%
E0277.....	Powered pres-redu air mattrs	\$8,278,734.04	53,266	-30.83%
E0261.....	Hosp bed semi-electr w/o mat	\$5,748,338.02	114,978	15.46%
E0194.....	Air fluidized bed	\$5,432,865.70	1,955	18.27%
E0185.....	Gel pressure mattress pad	\$4,919,723.10	37,911	-33.05%
E0303.....	Hosp bed hvy dty xtra wide	\$3,527,384.28	26,573	-19.88%
E0156.....	Walker seat attachment	\$3,159,768.39	212,234	-14.32%
A4256 ....	Calibrator solution/chips	\$3,090,134.85	914,959	-59.25%
E0250.....	Hosp bed fixed ht w/ mattres	\$2,820,248.23	53,354	-1.69%
E0184.....	Dry pressure mattress	\$2,123,395.58	17,364	44.27%
E0255.....	Hospital bed var ht w/ matr	\$1,715,992.03	31,835	-3.25%
E1038.....	Transport chair pt wt<=300lb	\$1,692,468.01	148,883	-10.03%
E0373.....	Nonpowered pressure mattress	\$1,621,640.72	6,509	92.51%
E0627.....	Seat lift incorp lift-chair	\$1,509,319.26	5,804	-46.71%
E1035.....	Patient transfer system	\$1,335,283.18	2,795	-12.53%
E2615.....	Pos back post/lat width <22in	\$1,279,735.52	3,508	10.47%
E0295.....	Hosp bed semi-elect w/o matt	\$1,201,370.09	22,324	53.16%
E0181.....	Press pad alternating w/ pum	\$1,077,748.87	83,866	-37.29%
E0135.....	Walker folding adjust/fixed	\$997,000.21	23,569	-18.03%
E0776.....	Iv pole	\$958,091.28	151,585	-22.52%
E0149.....	Heavy duty wheeled walker	\$939,943.00	96,683	-29.51%
E0168.....	Heavyduty/wide commode chair	\$789,463.86	11,497	-25.75%
E0271.....	Mattress innerspring	\$714,211.59	8,915	-19.52%
E0165.....	Commode chair with detacharm	\$711,149.65	72,202	-14.92%
A4595 ....	TENS suppl 2 lead per month	\$695,733.87	65,803	-75.57%
E0912.....	HD trapeze bar free standing	\$618,050.53	9,162	-17.87%
E0147.....	Walker variable wheel resist	\$614,262.24	1,793	5.43%
E0910.....	Trapeze bar attached to bed	\$604,879.21	65,935	-17.75%
E0635.....	Patient lift electric	\$583,418.62	6,109	-12.56%
E0372.....	Powered air mattress overlay	\$568,889.83	2,923	-25.72%
E0294.....	Hosp bed semi-elect w/ matr	\$555,942.98	10,326	-18.56%
E0304.....	Hosp bed xtra hvy dty x wide	\$465,146.69	1,169	3.45%
E0301.....	HD hosp bed, 350-600 lbs	\$460,401.88	3,486	-12.43%
E0730.....	Tens four lead	\$372,481.96	17,983	-86.33%
E0154.....	Walker platform attachment	\$364,686.60	8,769	-4.61%
E0940.....	Trapeze bar free standing	\$333,100.56	19,214	-21.33%
E1020.....	Residual limb support system	\$330,575.41	19,740	-12.75%
E0705.....	Transfer device	\$290,743.46	6,771	-10.26%
E1036.....	Patient transfer system	\$284,713.37	420	-15.02%
E0731.....	Conductive garment for tens	\$252,050.07	3,000	-80.72%
E0720.....	Tens two lead	\$99,206.55	5,347	-87.12%
E0371.....	Nonpower mattress overlay	\$87,209.48	494	-62.08%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



## Medicare: Utilization for 2017, top HCPCS

## Mobility

Product	Prodecure Code	Allowed Charges	Allowed Services	2017 Change
E1007	Pwr seat combo w/shear	\$86,303,348.71	11,129	20.50%
K0861	PWC gp3 std mult pow opt s/b	\$56,672,609.76	10,933	13.66%
K0823	PWC gp 2 std cap chair	\$31,115,991.08	201,869	-27.01%
E2311	Electro connect btw 2 sys	\$30,276,901.17	14,454	18.88%
K0001	Standard wheelchair	\$26,298,436.30	1,371,505	-20.92%
E1002	Pwr seat tilt	\$20,873,609.33	6,366	5.06%
K0856	PWC gp3 std sing pow opt s/b	\$19,194,230.96	3,881	2.07%
K0005	Ultralightweight wheelchair	\$18,506,940.76	10,189	24.37%
K0003	Lightweight wheelchair	\$16,498,793.67	578,006	-26.74%
E1161	Manual adult wc w tiltinspac	\$14,141,588.46	65,726	11.47%
E1028	W/c manual swingaway	\$12,140,081.87	178,674	24.04%
K0108	W/c component-accessory NOS	\$11,461,012.59	114,276	-8.46%
E2611	Gen use back cush wdth <22in	\$11,324,519.45	79,549	8.83%
E1008	Pwr seat combo pwr shear	\$10,059,341.39	1,272	11.74%
E2370	Pwr wc motor/gear box combo	\$10,055,813.49	27,357	-20.78%
K0825	PWC gp 2 hd cap chair	\$8,609,897.29	39,280	-14.33%
K0195	Elevating whlchair leg rests	\$6,443,265.68	762,124	-10.22%
E0973	W/Ch access det adj armrest	\$6,394,670.47	171,563	-1.26%
E2361	22nf sealed leadacid battery	\$6,050,225.47	51,110	1.13%
E2365	U1 sealed leadacid battery	\$5,906,241.69	82,225	-19.17%
E2377	Expandable controller, initl	\$5,689,689.36	14,066	17.05%
E2374	Hand/chin ctrl std joystick	\$5,583,056.60	21,703	-12.42%
E2620	WC planar back cush wd <22in	\$5,565,348.98	11,946	10.83%
E2617	Custom fab w/c back cushion	\$4,808,184.83	3,285	20.01%
E0971	Wheelchair anti-tipping devi	\$4,671,148.64	278,445	3.21%
E2601	Gen w/c cushion wdth < 22 in	\$4,553,874.92	128,827	2.30%
K0848	PWC gp 3 std seat/back	\$4,320,623.51	971	-0.01%
K0800	POV group 1 std up to 300lbs	\$4,308,332.63	13,104	5.97%
K0006	Heavy duty wheelchair	\$4,252,768.95	81,648	-16.04%
K0849	PWC gp 3 std cap chair	\$4,215,291.47	1,014	20.07%
E2622	Adj skin pro w/c cus wd<22in	\$4,170,093.60	14,230	0.87%
K0007	Extra heavy duty wheelchair	\$4,095,129.71	55,678	-17.92%
E2375	Non-expandable controller	\$3,961,038.43	8,334	-20.51%
E2201	Man w/ch acc seat w>=20"<24"	\$3,885,295.11	38,253	17.71%
K0862	PWC gp3 hd mult pow opt s/b	\$3,831,157.51	586	17.15%
K0002	Stnd hemi (low seat) whlchr	\$3,443,730.09	98,809	12.99%
E2386	Foam filled drive wheel tire	\$3,310,197.67	30,076	-12.39%
K0004	High strength ltwt whlchr	\$3,290,861.79	95,476	-47.33%
E2310	Electro connect btw control	\$3,168,469.51	3,427	10.03%
K0816	PWC gp 1 std cap chair	\$3,161,490.53	19,924	-29.33%
E2363	Gr24 sealed leadacid battery	\$2,970,155.10	18,659	3.21%
K0822	PWC gp 2 std seat/back	\$2,961,929.13	18,421	-41.81%
K0821	PWC gp 2 std port cap chair	\$2,781,278.02	16,084	16.06%
E2366	Battery charger, single mode	\$2,516,820.88	15,270	-16.72%
E0956	W/c lateral trunk/hip suppor	\$2,497,198.40	29,059	21.08%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

## Medicare: Utilization for 2017, top HCPCS

### Diabetes, Infusion & Supplies

Product	Procedure Code	Allowed Charges	Allowed Services	2017 Change
A4253	Blood glucose/reagent strips	\$190,667,571.65	22,945,290	-25.24%
E2402	Neg press wound therapy pump	\$66,236,467.99	102,650	-18.87%
E0784	Ext amb infusn pump insulin	\$47,176,075.45	140,107	-9.79%
B4035	Enteral feed supp pump per d	\$45,116,644.13	8,444,287	-17.74%
B4152	EF calorie dense>/=1.5Kcal	\$39,270,129.36	126,944,257	-8.08%
B4154	EF spec metabolic noninherit	\$28,814,525.63	43,925,941	-11.98%
A6550	Neg pres wound ther drsg set	\$28,743,226.22	1,149,661	4.93%
B4150	EF complet w/intact nutrient	\$26,662,673.71	71,192,936	-15.01%
A4222	Infusion supplies with pump	\$24,806,907.46	714,245	-13.52%
B4034	Enter feed supkit syr by day	\$15,332,441.24	4,952,091	-10.00%
B4153	EF hydrolyzed/amino acids	\$12,758,288.18	10,654,658	-7.98%
A4259	Lancets per box	\$7,322,132.92	5,157,788	-35.34%
B9002	Enteral infusion pump w/ ala	\$7,314,916.52	114,036	-11.21%
A7000	Disposable canister for pump	\$7,223,955.74	879,821	7.01%
E0781	External ambulatory infus pu	\$7,187,453.18	35,819	-58.78%
A4221	Maint drug infus cath per wk	\$6,424,250.70	332,987	-87.10%
B4036	Enteral feed sup kit grav by	\$4,981,327.10	1,170,134	-10.22%
B4149	EF blenderized foods	\$1,409,241.85	1,398,659	23.59%
A4258	Lancet device each	\$1,086,002.79	512,286	-52.26%
K0552	Supply/ext inf pump syr type	\$948,519.29	365,381	-93.80%
B4155	EF incomplete/modular	\$704,158.37	1,021,462	-9.89%
A7002	Tubing used w suction pump	\$650,612.10	168,384	4.23%
B4087	Gastro/jejuno tube, std	\$261,378.62	9,518	-9.30%
A4233	Alkalin batt for glucose mon	\$242,081.70	474,670	-51.79%
A4235	Lithium batt for glucose mon	\$151,603.00	151,603	-63.24%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

## Medicare: Top providers in 2017

Rank	Company	Allowed Charges	Rank	Company	Allowed Charges
1.	LINCARE INC.....	\$539,604,080.18	51.	EBI LLC.....	\$18,883,623.92
2.	ACCREDITO HEALTH GROUP INC.....	\$475,577,257.32	52.	WOUND CARE CONCEPTS INC.....	\$18,456,480.08
3.	LINCARE PHARMACY SERVICES INC.....	\$277,122,027.83	53.	ABBVIE ENDOCRINOLOGY INC.....	\$18,300,925.59
4.	WALGREEN CO.....	\$215,880,876.68	54.	MEDSTAR SURGICAL & BREATHING EQUIP. INC.....	\$18,186,597.83
5.	ZOLL SERVICES LLC.....	\$212,308,306.99	55.	AMBER ENTERPRISES INC.....	\$17,992,696.28
6.	APRIA HEALTHCARE LLC.....	\$200,648,591.84	56.	INOGEN INC.....	\$17,495,682.46
7.	HANGER PROSTHETICS & ORTHOTICS INC.....	\$108,487,508.16	57.	HOVEROUND CORPORATION.....	\$17,161,379.26
8.	GORDIAN MEDICAL INC.....	\$101,513,591.04	58.	AEROFLOW INC.....	\$16,275,277.10
9.	180 MEDICAL INC.....	\$89,793,007.24	59.	WILMINGTON MEDICAL SUPPLY, INC.....	\$16,267,043.29
10.	BYRAM HEALTHCARE CENTERS, INC.....	\$86,191,500.10	60.	COMMUNITY SURGICAL SUP. OF TOMS RIVER, INC.....	\$15,774,543.34
11.	CORAM ALTERNATE SITE SERVICES INC.....	\$79,101,070.45	61.	LIBERTY MEDICAL LLC.....	\$15,200,679.56
12.	UNITED SEATING AND MOBILITY LLC.....	\$77,882,320.28	62.	GORDIAN MEDICAL III INC.....	\$14,721,433.40
13.	DEGC ENTERPRISES (U.S.), INC.....	\$70,900,429.45	63.	TRICOUNTY MEDICAL EQUIPMENT AND SUP. LLC...\$14,100,850.64	
14.	LIBERATOR MEDICAL SUPPLY INC.....	\$69,513,723.08	64.	AMERICA'S BEST CARE PLUS INC.....	\$13,979,328.59
15.	RGH ENTERPRISES INC.....	\$69,137,371.93	65.	MINIMED DISTRIBUTION CORP.....	\$13,658,393.57
16.	ORTHOFIX INC.....	\$67,065,969.65	66.	CVS PHARMACY INC.....	\$13,063,670.44
17.	HANGER PROSTHETICS & ORTHOTICS EAST INC...\$59,931,371.60		67.	EXPEDIENT REHABILITATION.....	\$12,942,995.94
18.	OPTION CARE ENTERPRISES INC.....	\$57,766,599.65	68.	MBS LTD.....	\$12,582,494.75
19.	MED4HOME INC.....	\$54,641,051.03	69.	CRESCENT HEALTHCARE, INC.....	\$12,554,340.50
20.	CAREMARK LLC.....	\$51,916,831.87	70.	PRN MEDICAL SERVICES, LLC.....	\$12,403,261.51
21.	WAL-MART STORES EAST LP.....	\$51,606,603.54	71.	LINK WELLNESS CENTERS LLC.....	\$12,264,373.50
22.	NATIONAL SEATING & MOBILITY, INC.....	\$51,158,113.32	72.	ADVANCED RESPIRATORY, INC.....	\$12,250,827.02
23.	KCI USA, INC.....	\$49,350,495.09	73.	MAGNOLIA MEDICAL SUPPLY INC.....	\$12,231,544.76
24.	VERUS HEALTHCARE LLC.....	\$45,476,878.34	74.	AEROCARE HOLDINGS, INC.....	\$12,016,108.67
25.	DJO LLC.....	\$44,175,828.27	75.	AVONDALE HME, INC.....	\$11,725,318.30
26.	AMERICAN HOMEPATIENT, INC.....	\$43,311,284.49	76.	BREG, INC.....	\$11,679,956.25
27.	HANGER PROSTHETICS & ORTHOTICS WEST INC...\$41,893,767.19		77.	KROGER LIMITED PARTNERSHIP.....	\$11,546,717.43
28.	COMFORT MEDICAL, LLC.....	\$37,715,275.56	78.	REGENTS OF THE UNIVERSITY OF MICHIGAN.....	\$11,441,734.78
29.	MCKESSON PATIENT CARE SOLUTIONS INC.....	\$33,907,676.80	79.	TIDEWATER MEDICAL.....	\$11,415,711.77
30.	SUNMED MEDICAL SYSTEMS.....	\$33,212,807.15	80.	US MED LLC.....	\$11,397,638.80
31.	PRISM MEDICAL PRODUCTS, L.L.C.....	\$31,782,222.89	81.	TRIANA ENTERPRISES LLC.....	\$11,272,384.94
32.	PA HEALTHCARE.....	\$31,025,226.94	82.	ALL AMERICAN MEDICAL SUPPLIES, LLC.....	\$11,240,954.72
33.	SLEEP MANAGEMENT LLC.....	\$30,160,672.35	83.	ORTHOTIC & PROSTHETIC CENTERS, INC.....	\$11,186,123.47
34.	UNITED STATES MEDICAL SUPPLY LLC.....	\$28,933,779.90	84.	SYMED, INC.....	\$11,014,863.49
35.	AMERICAN HOMEPATIENT, INC.....	\$28,003,939.28	85.	REHAB MEDICAL, INC.....	\$10,917,599.85
36.	BIOVENTUS LLC.....	\$26,660,351.80	86.	NATIONWIDE MEDICAL, INC.....	\$10,781,716.84
37.	ADVANCED TISSUE, LLC.....	\$26,075,298.48	87.	TOBII DYNAVOK LLC.....	\$10,239,412.10
38.	NORCO, INC.....	\$25,849,469.22	88.	CARELINC MEDICAL EQUIPMENT & SUP. CO LLC...\$10,170,077.47	
39.	WALMART INC.....	\$25,594,669.24	89.	BARNES HEALTHCARE OF FL LLC.....	\$10,054,665.08
40.	ADVANCED HOME CARE INC.....	\$24,836,867.06	90.	JOHNS HOPKINS PHARMAQUIP INC.....	\$10,021,494.76
41.	BIORX LLC.....	\$24,152,326.42	91.	PACIFIC MEDICAL INC.....	\$9,975,161.43
42.	OCEAN HOME HEALTH SUPPLY, LLC.....	\$23,063,339.00	92.	SHIELD CALIFORNIA HEALTH CARE CENTER INC.....	\$9,940,934.72
43.	PROCARE PHARMACY DIRECT, LLC.....	\$22,943,019.51	93.	ELECTROMED, INC.....	\$9,656,266.84
44.	PROCARE PHARMACY LLC.....	\$22,403,333.28	94.	ESSENTIAL MEDICAL SUPPLIES.....	\$9,646,956.03
45.	RESPIRATORY TECHNOLOGIES, INC.....	\$21,788,412.31	95.	MEDISPHERE INC.....	\$9,610,609.25
46.	SUPER CARE INC.....	\$21,648,832.80	96.	AIRCARE HOME RESPIRATORY LLC.....	\$9,606,225.55
47.	HEALTH CARE SOLUTIONS AT HOME INC.....	\$21,093,208.61	97.	GOULDS DISCOUNT MEDICAL INC.....	\$9,315,302.95
48.	EMPIRE MEDICAL EQUIPMENT AND SUPPLIES LLC \$21,064,923.35		98.	B & L MEDICAL SUPPLY, INC.....	\$9,285,263.01
49.	BRADEN PARTNERS LP.....	\$19,928,159.47	99.	CORAM HEALTHCARE CORP. OF GREATER NY.....	\$9,196,248.03
50.	BINSON'S HOSPITAL SUPPLIES, INC.....	\$19,658,545.31	100.	TACTILE SYSTEMS TECHNOLOGY INC.....	\$9,089,439.53

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT