

HME News

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DECEMBER 2019

State of the Industry

2019

Updated
with
2018
Data

The HME Market By The Numbers

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I'll take this

For last year's State of the Industry Report, we decided to change the last column header for our utilization data from growth to change, the thinking being that the allowed charges for the majority of products have been going down in the past few years, not up.

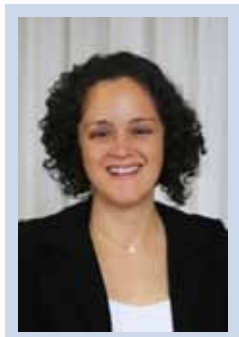
But there's a big difference in this 2018 data.

For example, where utilization for CPAP devices decreased by almost 15% from 2016 to 2017, it increased about 22% from 2017 to 2018. Where oxygen concentrators decreased almost 31% from 2016 to 2017, it increased about 5% from 2017 to 2018.

In general, across product categories, the majority of products we track increased in allowed charges from 2017 to 2018.

And that's not the only positive development in this year's report.

In fact, looking at the BETOS buckets, all categories, with the exception of medical/surgical supplies, saw an increase in allowed charges from Medicare in 2018, with total allowed



charges of \$5.7 billion vs. \$5.1 billion in 2017. Of particular note was the wheelchairs category, which saw a 10% increase in 2018 vs. 2017. Actually, when you compare 2018 data to the previous five-plus years, one might even call it a small rebound, though still far below 2012 levels (\$8.1 billion), the year before competitive bidding expanded significantly in 2013.

There's also the number of providers in the \$3 million to \$10 million range, and the number of providers in the \$10 million and up range—they increased 16% and 6%, respectively, in 2018 vs. 2017. I recently talked to Bernie Lambrese, who is rebuilding his consulting business, and he said what the providers left in the market need to do is get bigger. Simple as that.

Then there's the list of top 100 providers of DMEPOS and their allowed charges from Medicare in 2018. While there wasn't much jockeying in this year's list compared to last year's—the top four companies remained the same: Lincare, Accredo, Lincare Rx and Walgreen—there was an increase in their allowed charges in 2018. Lincare saw a 19.6% increase; Accredo, 6%; and Walgreen 7.4%. Of the top four, only Lincare Rx saw a decline, 7.4%. Beyond the top four, Apria Healthcare, in the No. 5 spot, saw a nice 6.5% increase.

It will be interesting to see the impact of the new pricing that's scheduled to go into effect Jan. 1, 2021, as part of Round 2021 of competitive bidding, but for now, I'll take this.

—Elizabeth Beaulieu, editor, HME News

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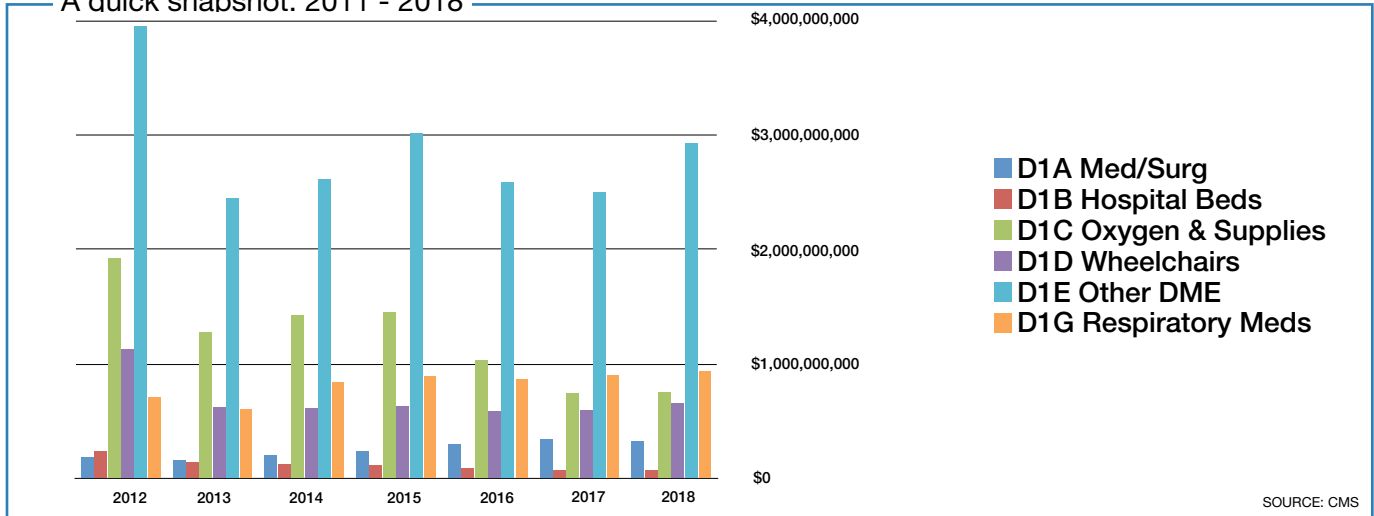
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Medicare: DME growth by category

A quick snapshot: 2011 - 2018



SOURCE: CMS

| BETOS Product | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|--------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| D1A.....Med/surg supplies..... | 183M..... | 153M..... | 203M..... | 231M..... | 300M..... | 341M..... | 322M |
| D1B.....Hospital beds..... | 230M..... | 139M..... | 120M..... | 112M..... | 86M..... | 67M..... | 68M |
| D1C.....Oxygen and supplies.. | 1.9B..... | 1.3B..... | 1.4B..... | 1.5B..... | 1B..... | 740M..... | 750M |
| D1D.....Wheelchairs..... | 1.1B..... | 622M..... | 615M..... | 625M..... | 588M..... | 596M..... | 657M |
| D1E.....Other DME..... | 3.9B..... | 2.5B..... | 2.6B..... | 3B..... | 2.6B..... | 2.5B..... | 2.9B |
| D1G.....Respiratory meds..... | 709M..... | 605M..... | 836M..... | 890M..... | 863M..... | 900M..... | 935M |
| Total | 8.1B | 5.3B | 5.8B | 6.3B | 5.5B | 5.1B | 5.7B |

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



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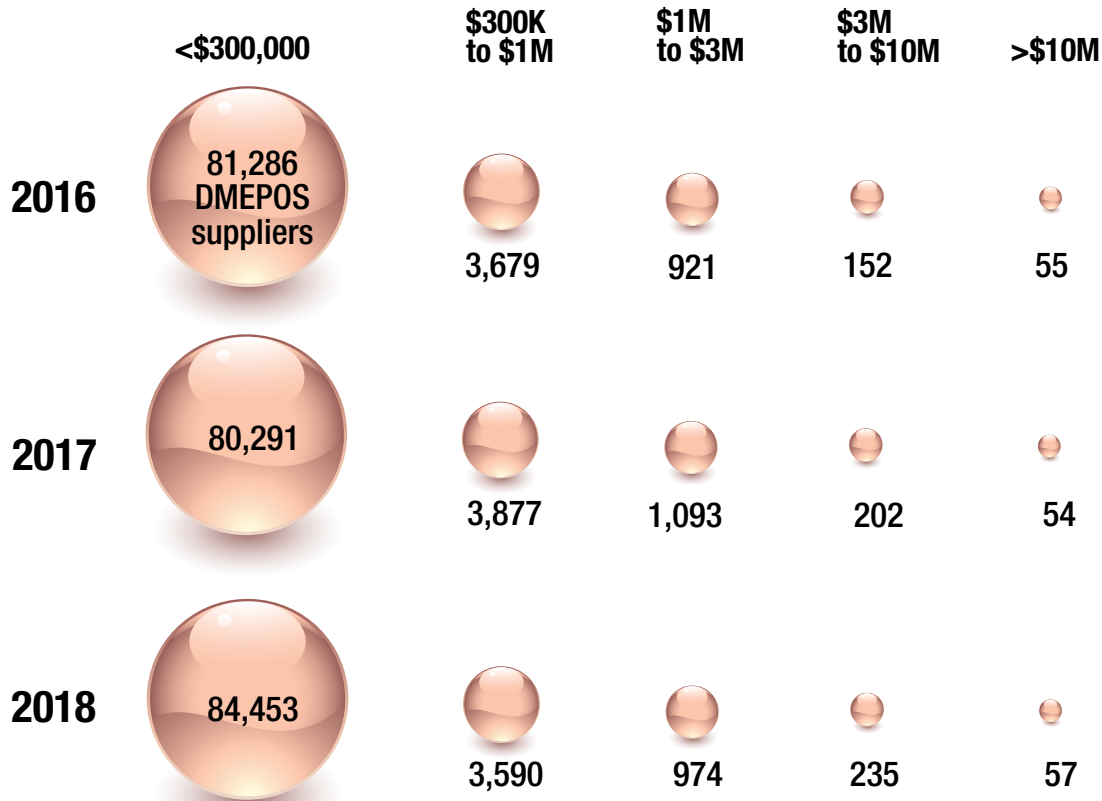
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Most DMEPOS suppliers bill Medicare less than \$300,000 per year



SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



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Medicare: Utilization for 2018, top HCPCS

Respiratory

| Product | Prodecure Code | Allowed Charges | Allowed Services | 2018 Change |
|------------|------------------------------------|---------------------|------------------|-------------|
| E1390..... | Oxygen concentrator | \$609,668,597 | 7,394,769 | 5.29% |
| E0601..... | Cont airway pressure device | \$165,487,869 | 4,487,077 | 21.32% |
| A7030 | CPAP full face mask..... | \$156,350,653 | 1,641,127 | 23.39% |
| A7031 | Replacement facemask interfa..... | \$123,434,753 | 3,424,706 | 37.13% |
| A7034 | Nasal application device | \$122,531,962 | 2,082,639 | 17.55% |
| A7032 | Replacement nasal cushion | \$100,911,679 | 5,045,877 | 27.69% |
| E0562..... | Humidifier heated used w pap | \$70,096,018 | 1,522,482 | 15.19% |
| A4604 | Tubing with heating element..... | \$66,699,448 | 1,624,960 | 35.56% |
| E0470..... | Rad w/o backup non-inv intfc | \$64,948,670 | 676,582 | 13.37% |
| A7033 | Replacement nasal pillows..... | \$64,161,174 | 4,003,301 | 23.71% |
| E0431..... | Portable gaseous O2..... | \$63,177,880 | 3,326,383 | 3.18% |
| E0471..... | Rad w/backup non inv intrfc | \$46,109,547 | 196,358 | 16.60% |
| A7035 | Pos airway press headgear | \$45,743,386 | 2,341,146 | 18.09% |
| E1392..... | Portable oxygen concentrator | \$44,769,156 | 1,140,095 | 26.89% |
| A7038 | Pos airway pressure filter | \$41,583,370 | 18,473,879 | 26.18% |
| K0738 | Portable gas oxygen system | \$28,840,422 | 734,533 | -6.65% |
| A7037 | Pos airway pressure tubing..... | \$27,011,829 | 1,964,561 | 19.29% |
| E0443..... | Portable O2 contents, gas..... | \$20,338,193 | 392,214 | -3.75% |
| A7046 | Repl water chamber, pap dev | \$15,805,529 | 1,161,322 | 23.79% |
| E0570..... | Nebulizer with compression | \$13,771,262 | 2,465,634 | 15.68% |
| A7039 | Filter, non disposable w pap..... | \$5,848,719 | 889,110 | 16.59% |
| E0955..... | Cushioned headrest..... | \$4,935,525 | 109,776 | 25.66% |
| A7005 | Nondisposable nebulizer set | \$3,599,554 | 268,542 | 7.29% |
| E0442..... | Stationary o2 contents, liq | \$3,255,174 | 58,163 | -23.32% |
| E0439..... | Stationary liquid O2 | \$2,904,189 | 36,045 | -22.44% |
| E0444..... | Portable O2 contents, liquid | \$2,734,731 | 53,688 | -21.98% |
| A7036 | Pos airway press chinstrap | \$2,347,057 | 216,555 | 15.20% |
| A7003 | Nebulizer administration set | \$1,933,553 | 1,158,812 | 13.38% |
| E0434..... | Portable liquid O2..... | \$1,082,167 | 56,012 | -17.64% |
| E0565..... | Compressor air power source..... | \$722,068 | 20,149 | 6.71% |
| A7027 | Combination oral/nasal mask..... | \$706,021 | 5,696 | -11.66% |
| A7028 | Repl oral cushion combo mask..... | \$657,049 | 19,027 | -6.06% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2018, top HCPCS

Durable Medical Equipment

| Product | Procedure Code | Allowed Charges | Allowed Services | 2018 Change |
|------------|------------------------------------|-----------------|------------------|-------------|
| E0260..... | Hosp bed semi-electr w/ matt..... | \$48,275,783 | 886,245 | 1.70% |
| E0143..... | Walker folding wheeled w/o s..... | \$30,067,752 | 616,487 | 8.72% |
| E0630..... | Patient lift hydraulic..... | \$12,019,493 | 240,225 | 6.37% |
| E0163..... | Commode chair with fixed arm..... | \$10,667,377 | 201,924 | 8.10% |
| E0277..... | Powered pres-redu air mattrs..... | \$10,337,961 | 59,933 | 24.87% |
| E0261..... | Hosp bed semi-electr w/o mat..... | \$7,071,555 | 135,938 | 23.02% |
| E0194..... | Air fluidized bed..... | \$6,844,520 | 2,479 | 25.98% |
| E0185..... | Gel pressure mattress pad..... | \$5,299,118 | 38,719 | 7.71% |
| E0303..... | Hosp bed hvy dty xtra wide..... | \$3,678,702 | 26,393 | 4.29% |
| E0250..... | Hosp bed fixed ht w/ mattrs..... | \$3,403,746 | 64,074 | 20.69% |
| E0156..... | Walker seat attachment..... | \$3,322,552 | 217,021 | 5.15% |
| E0255..... | Hospital bed var ht w/ mattr..... | \$2,050,730 | 37,137 | 19.51% |
| E1035..... | Patient transfer system <300..... | \$2,014,739 | 4,218 | 50.88% |
| E0184..... | Dry pressure mattress..... | \$2,008,548 | 15,614 | -5.41% |
| E1038..... | Transport chair pt wt<=300lb..... | \$1,741,396 | 151,813 | 2.89% |
| E2615..... | Pos back post/lat width <22in..... | \$1,619,176 | 4,296 | 26.52% |
| E0373..... | Nonpowered pressure mattress..... | \$1,527,852 | 5,902 | -5.78% |
| E0627..... | Seat lift mech, electric any..... | \$1,377,217 | 5,120 | -8.75% |
| E0295..... | Hosp bed semi-elect w/o matt..... | \$1,313,539 | 23,934 | 9.34% |
| E0149..... | Heavy duty wheeled walker..... | \$1,202,138 | 119,210 | 27.89% |
| E0776..... | Iv pole..... | \$1,141,545 | 161,473 | 19.15% |
| E0181..... | Press pad alternating w/ pum..... | \$1,089,537 | 79,913 | 1.09% |
| E0135..... | Walker folding adjust/fixed..... | \$1,010,898 | 22,218 | 1.39% |
| E0168..... | Heavyduty/wide commode chair..... | \$782,849 | 12,504 | -0.84% |
| E0165..... | Commode chair with detacharm..... | \$777,887 | 77,050 | 9.38% |
| E0635..... | Patient lift electric..... | \$716,636 | 7,502 | 22.83% |
| E0147..... | Walker variable wheel resist..... | \$696,461 | 1,922 | 13.38% |
| A4595.... | Tens suppl 2 lead per month..... | \$637,232 | 53,158 | -8.41% |
| E0912..... | HD trapeze bar free standing..... | \$609,236 | 8,832 | -1.43% |
| E0910..... | Trapeze bar attached to bed..... | \$604,410 | 62,804 | -0.08% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2018, top HCPCS

Mobility

| Product | Prodecure Code | Allowed Charges | Allowed Services | 2018 Change |
|------------|------------------------------------|---------------------|------------------|-------------|
| E1007..... | Pwr seat combo w/shear | \$109,282,919 | 13,658 | 26.63% |
| K0861 | Pwc gp3 std mult pow opt s/b..... | \$69,334,658 | 13,085 | 22.34% |
| E2311..... | Electro connect btw 2 sys..... | \$38,272,193 | 17,772 | 26.41% |
| K0823 | Pwc gp 2 std cap chair | \$34,116,264 | 198,545 | 9.64% |
| K0001 | Standard wheelchair | \$30,637,552 | 1,481,522 | 16.50% |
| K0005 | Ultralightweight wheelchair..... | \$24,685,286 | 13,145 | 33.38% |
| E1002..... | Pwr seat tilt..... | \$23,739,126 | 7,016 | 13.73% |
| K0856 | Pwc gp3 std sing pow opt s/b..... | \$20,471,653 | 3,962 | 6.66% |
| E1161..... | Manual adult wc w tiltinspac | \$17,002,763 | 77,830 | 20.23% |
| K0003 | Lightweight wheelchair..... | \$16,079,012 | 526,538 | -2.54% |
| E1028..... | W/c manual swingaway | \$15,778,721 | 251,366 | 29.97% |
| E1008..... | Pwr seat combo pwr shear | \$14,165,707 | 1,760 | 40.82% |
| E2611..... | Gen use back cush wth <22in | \$13,839,009 | 95,166 | 22.20% |
| K0108 | W/c component-accessory nos | \$12,064,029 | 119,439 | 5.26% |
| E2370..... | Pwr wc dr wh motor/gear comb | \$10,540,180 | 25,438 | 4.82% |
| K0825 | Pwc gp 2 hd cap chair..... | \$9,302,465 | 40,530 | 8.04% |
| E0973..... | W/ch access det adj armrest | \$7,836,924 | 190,437 | 22.55% |
| E2377..... | Expandable controller, initl..... | \$7,186,604 | 16,901 | 26.31% |
| K0195 | Elevating whlchair leg rests | \$7,156,996 | 822,986 | 11.08% |
| E2620..... | Wc planar back cush wd <22in..... | \$7,016,537 | 14,768 | 26.08% |
| E2361..... | 22nf sealed leadacid battery | \$6,768,687 | 55,823 | 11.87% |
| E0971..... | Wheelchair anti-tipping devi | \$5,834,180 | 306,834 | 24.90% |
| E2365..... | U1 sealed leadacid battery..... | \$5,773,986 | 77,676 | -2.24% |
| K0800 | Pov group 1 std up to 300lbs | \$5,412,603 | 11,465 | 25.63% |
| E2601..... | Gen w/c cushion wth < 22 in | \$5,297,076 | 149,543 | 16.32% |
| E2201..... | Man w/ch acc seat w>=20"<24" | \$4,887,127 | 43,770 | 25.79% |
| K0006 | Heavy duty wheelchair | \$4,776,419 | 86,655 | 12.31% |
| K0862 | Pwc gp3 hd mult pow opt s/b | \$4,688,166 | 755 | 22.37% |
| K0007 | Extra heavy duty wheelchair..... | \$4,608,183 | 57,890 | 12.53% |
| E2375..... | Non-expandable controller..... | \$4,470,187 | 8,399 | 12.85% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Number of beneficiaries, suppliers, 2018

✓ E1390 O2 Concentrator

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 168,147 | 1,405 |
| B | 235,058 | 2,078 |
| C | 473,632 | 3,811 |
| D | 263,244 | 2,196 |
| Nation* | 1,136,894 | 5,737 |

✓ E0601 CPAP

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 132,112 | 1,091 |
| B | 151,243 | 1,787 |
| C | 322,925 | 3,587 |
| D | 194,656 | 2,027 |
| Nation* | 799,110 | 5,461 |

✓ E0260 Hospital Beds

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 51,349 | 807 |
| B | 40,314 | 1,265 |
| C | 83,990 | 2,624 |
| D | 20,966 | 1,164 |
| Nation* | 196,171 | 4,793 |

✓ A4253 Blood Glucose Strips

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 648,507 | 15,679 |
| B | 652,896 | 12,816 |
| C | 1,060,745 | 24,908 |
| D | 639,296 | 13,227 |
| Nation* | 2,994,399 | 49,050 |

✓ K0823 Power Chair

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 3,250 | 168 |
| B | 6,592 | 344 |
| C | 19,299 | 913 |
| D | 6,589 | 409 |
| Nation | 35,664 | 1,672 |

✓ K0001 Standard Chair

| Jurisdiction | Beneficiaries | Suppliers |
|--------------|---------------|-----------|
| A | 58,720 | 987 |
| B | 53,240 | 1,511 |
| C | 139,709 | 2,964 |
| D | 47,905 | 1,526 |
| Nation* | 298,572 | 5,287 |

*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



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Medicare: Utilization for 2018, top HCPCS

Diabetes, Infusion & Supplies

| Product | Procedure Code | Allowed Charges | Allowed Services | 2018 Change |
|---------|------------------------------|-----------------|------------------|-------------|
| A4253 | Blood glucose/reagent strips | \$198,338,746 | 23,815,611 | 4.02% |
| E2402 | Neg press wound therapy pump | \$80,181,632 | 113,943 | 21.05% |
| B4035 | Enteral feed supp pump per d | \$50,101,216 | 8,974,522 | 11.05% |
| E0784 | Ext amb infusn pump insulin | \$44,625,404 | 128,851 | -5.41% |
| B4152 | Ef calorie dense>=1.5kcal | \$43,303,184 | 134,880,644 | 10.27% |
| A6550 | Neg pres wound ther drsg set | \$31,972,682 | 1,277,172 | 11.24% |
| B4154 | Ef spec metabolic noninherit | \$31,526,752 | 46,459,197 | 9.41% |
| A4222 | Infusion supplies with pump | \$27,751,072 | 779,412 | 11.87% |
| B4150 | Ef complet w/intact nutrient | \$27,572,026 | 71,145,353 | 3.41% |
| B4034 | Enter feed supkit syr by day | \$16,671,096 | 5,142,062 | 8.73% |
| B4153 | Ef hydrolyzed/amino acids | \$14,383,993 | 11,720,834 | 12.74% |
| A7000 | Disposable canister for pump | \$8,021,651 | 974,886 | 11.04% |
| B9002 | Enter nutr inf pump any type | \$7,799,776 | 118,113 | 6.63% |
| A4259 | Lancets per box | \$7,748,845 | 5,431,318 | 5.83% |
| E0781 | External ambulatory infus pu | \$7,188,540 | 35,168 | 0.02% |
| A4221 | Supp non-insulin inf cath/wk | \$7,103,181 | 361,172 | 10.57% |
| B4036 | Enteral feed sup kit grav by | \$5,295,789 | 1,197,372 | 6.31% |
| B4149 | Ef blenderized foods | \$2,142,953 | 2,088,876 | 52.06% |
| A4258 | Lancet device each | \$1,115,573 | 522,697 | 2.72% |
| K0552 | Sup/ext non-ins inf pump syr | \$965,694 | 366,227 | 1.81% |
| B4155 | Ef incomplete/modular | \$877,207 | 1,271,346 | 24.58% |
| A7002 | Tubing used w suction pump | \$715,994 | 182,848 | 10.05% |
| B4087 | Gastro/jejuno tube, std | \$298,740 | 10,707 | 14.29% |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Top providers in 2018

| Rank | Company | Allowed Charges | Rank | Company | Allowed Charges |
|------|---|-----------------|------|---|-----------------|
| 1. | LINCARE INC..... | \$645,054,739 | 51. | PROCARE PHARMACY LLC..... | \$18,749,295 |
| 2. | ACCREDITO HEALTH GROUP INC..... | \$505,525,152 | 52. | WOUND CARE CONCEPTS INC..... | \$18,596,161 |
| 3. | LINCARE PHARMACY SERVICES INC..... | \$267,994,469 | 53. | WILMINGTON MEDICAL SUPPLY, INC..... | \$18,219,882 |
| 4. | WALGREEN CO..... | \$231,869,364 | 54. | AMBER ENTERPRISES INC..... | \$17,846,819 |
| 5. | APRIA HEALTHCARE LLC..... | \$213,344,359 | 55. | AMERICAN HOMEPATIENT, INC..... | \$17,837,046 |
| 6. | ZOLL SERVICES LLC..... | \$208,294,043 | 56. | ABBVIE ENDOCRINOLOGY INC..... | \$17,360,215 |
| 7. | GORDIAN MEDICAL INC..... | \$121,989,031 | 57. | AEROFLOW INC..... | \$17,299,917 |
| 8. | HANGER PROSTHETICS & ORTHOTICS INC..... | \$111,947,362 | 58. | UNIVERSAL MEDICAL SOLUTIONS LLC..... | \$17,187,029 |
| 9. | 180 MEDICAL INC..... | \$101,070,055 | 59. | INOGEN INC..... | \$17,170,892 |
| 10. | BYRAM HEALTHCARE CENTERS, INC..... | \$96,935,541 | 60. | COMMUNITY SURGICAL SUPPLY OF TOMS RIVER, INC..... | \$17,164,046 |
| 11. | CORAM ALTERNATE SITE SERVICES INC..... | \$87,239,889 | 61. | EMBRACE MEDICAL, CO..... | \$16,700,468 |
| 12. | UNITED SEATING AND MOBILITY LLC..... | \$84,648,765 | 62. | ADVANCED TISSUE, LLC..... | \$16,652,999 |
| 13. | RGH ENTERPRISES INC..... | \$83,373,187 | 63. | REGO MEDICAL SUPPLY INC..... | \$16,244,622 |
| 14. | LIBERATOR MEDICAL SUPPLY INC..... | \$75,504,146 | 64. | CVS PHARMACY INC..... | \$15,896,064 |
| 15. | DEGC ENTERPRISES (U.S.), INC..... | \$74,572,360 | 65. | HOVEROUND CORPORATION..... | \$15,882,307 |
| 16. | ORTHOPIX INC..... | \$70,807,352 | 66. | AEROCARE HOLDINGS, INC..... | \$15,664,194 |
| 17. | NATIONAL SEATING & MOBILITY INC..... | \$67,993,580 | 67. | ARBOR MEDICAL EQUIPMENT, INC..... | \$15,637,681 |
| 18. | HANGER PROSTHETICS & ORTHOTICS EAST INC..... | \$61,993,446 | 68. | IN-HOME SENIOR CARE..... | \$15,427,481 |
| 19. | WAL-MART STORES EAST LP..... | \$60,022,224 | 69. | CRESCENT HEALTHCARE, INC..... | \$14,528,609 |
| 20. | OPTION CARE ENTERPRISES INC..... | \$59,493,206 | 70. | TRICOUNTY MEDICAL EQUIPMENT AND SUPPLY LLC..... | \$14,453,016 |
| 21. | DEXCOM INC..... | \$57,798,441 | 71. | RELIABLE ORTHOTICS LLC..... | \$14,203,613 |
| 22. | CAREMARK LLC..... | \$57,322,260 | 72. | TRIANA ENTERPRISES LLC..... | \$14,067,696 |
| 23. | KCI USA, INC..... | \$55,556,601 | 73. | PRN MEDICAL SERVICES, LLC..... | \$13,905,592 |
| 24. | VERUS HEALTHCARE LLC..... | \$51,818,512 | 74. | BRADEN PARTNERS LP..... | \$13,868,828 |
| 25. | MED4HOME INC..... | \$49,341,366 | 75. | AMERICA'S BEST CARE PLUS INC..... | \$13,595,649 |
| 26. | DJO LLC..... | \$47,114,596 | 76. | RECOVERY DME INC..... | \$13,534,457 |
| 27. | SLEEP MANAGEMENT LLC..... | \$41,793,776 | 77. | SD ORTHOTICS..... | \$13,530,395 |
| 28. | HANGER PROSTHETICS & ORTHOTICS WEST INC..... | \$41,178,174 | 78. | ELITE MEDICAL SUPPLY, INC..... | \$13,342,184 |
| 29. | COMFORT MEDICAL, LLC..... | \$40,035,481 | 79. | MINIMED DISTRIBUTION CORP..... | \$13,326,974 |
| 30. | SUNMED MEDICAL SYSTEMS LLC..... | \$38,465,716 | 80. | NATIONWIDE MEDICAL, INC..... | \$13,069,041 |
| 31. | PRISM MEDICAL PRODUCTS, L.L.C..... | \$36,448,339 | 81. | REHAB MEDICAL INC..... | \$13,020,352 |
| 32. | UNITED STATES MEDICAL SUPPLY, LLC..... | \$33,966,267 | 82. | ADVANCED RESPIRATORY, INC..... | \$12,967,234 |
| 33. | AMERICAN HOMEPATIENT, INC..... | \$33,778,200 | 83. | ORTHOTIC & PROSTHETIC CENTERS, INC..... | \$12,760,220 |
| 34. | EZ LIFE MEDICAL SUPPLY INC..... | \$31,475,904 | 84. | KROGER LIMITED PARTNERSHIP I..... | \$12,674,007 |
| 35. | MCKESSON PATIENT CARE SOLUTIONS INC..... | \$31,340,021 | 85. | AIRCARE HOME RESPIRATORY LLC..... | \$12,602,403 |
| 36. | WALMART INC..... | \$30,861,647 | 86. | UNIVERSAL HEALTHCARE GROUP DME, INC..... | \$12,582,210 |
| 37. | NORCO, INC..... | \$30,789,484 | 87. | JOHNS HOPKINS PHARMAQUIP INC..... | \$11,847,688 |
| 38. | RESPIRATORY TECHNOLOGIES, INC..... | \$28,634,793 | 88. | ELECTROMED, INC..... | \$11,795,607 |
| 39. | AVONDALE HME, INC..... | \$28,127,615 | 89. | TACTILE SYSTEMS TECHNOLOGY INC..... | \$11,770,507 |
| 40. | SUPER CARE INC..... | \$26,911,424 | 90. | HEART HOMECARE, LLC..... | \$11,744,920 |
| 41. | BIOVENTUS LLC..... | \$26,421,167 | 91. | BEACON RESPIRATORY SERVICES, INC..... | \$11,718,310 |
| 42. | ADVANCED HOME CARE INC..... | \$25,743,443 | 92. | CARELINC MEDICAL EQUIPMENT & SUPPLY CO LLC..... | \$11,671,977 |
| 43. | PROCARE PHARMACY DIRECT, LLC..... | \$25,252,098 | 93. | DUSARA CORPORATION..... | \$11,657,880 |
| 44. | OCEAN HOME HEALTH SUPPLY, LLC..... | \$24,679,041 | 94. | PACIFIC MEDICAL INC..... | \$11,556,885 |
| 45. | HEALTH CARE SOLUTIONS AT HOME INC..... | \$22,532,963 | 95. | FIRST CHOICE MEDICAL SUPPLY INC..... | \$11,509,103 |
| 46. | BINSON'S HOSPITAL SUPPLIES INC..... | \$20,729,810 | 96. | MYRTLE MEDICAL EQUIPMENT INC..... | \$11,473,712 |
| 47. | BIORX LLC..... | \$20,634,640 | 97. | US MED, LLC..... | \$11,374,523 |
| 48. | MEDSTAR SURGICAL & BREATHING EQUIP., INC..... | \$20,498,503 | 98. | TOBII DYNAVOK LLC..... | \$11,271,371 |
| 49. | EBI LLC..... | \$20,103,010 | 99. | REGIONAL HOME CARE INC..... | \$11,151,480 |
| 50. | COMFORT MEDICAL SUPPLY LLC..... | \$19,096,529 | 100. | MATAWAN HME INC..... | \$11,040,361 |

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



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