

SUPPLEMENT TO:

HME News

THE BUSINESS NEWSPAPER FOR HOME MEDICAL EQUIPMENT PROVIDERS

DECEMBER 2016

State of the Industry 2016



The HME Market By The Numbers



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¹ Than their prescribed mask; survey of U.S. patients
² In a retrospective review conducted by Philips Respironics of approximately 15,000 patients using System One, those patients who used DreamMapper demonstrated 22% greater adherence to the therapy than patients who did not use DreamMapper. To see a list of compatible DreamMapper devices, go to www.sleepmapper.com/compatible.

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Trends and theories

There are signs in this State of the Industry Report that the HME industry may be beginning to settle down after a few roller coaster years. 2011 through 2014 were mostly unkind to the industry, thanks to a Medicare competitive bidding program that delivered round after round of cuts.

But in 2015, when we look at DME growth by product category (see page 4), we see slight increases across categories, with the exception of hospital beds. For the wheelchair category, for example, Medicare expenditures were \$625 million in 2015 vs. \$615 million in 2014. For oxygen and supplies, they were \$1.5 billion vs. \$1.4 billion.

There's another section in this report that screams, "We've settled down": the list of top providers in 2015 (see page 11). For the first time in as long as I can remember, the list is a carbon copy of the previous year's list, at least when it comes to the top 10.

What's more, all the providers in the top 10 saw increases in allowed charges from 2014 to 2015, with the exception of Walgreens. The biggest increase in allowed charges went to Zoll Services, at 25.7%. After that, Lincare saw a 16% increase

in allowed charges, followed by Lincare Pharmacy Services at 12.4% and Apria Healthcare at 10.7%.



What do these nationals have to thank for their increases in business? Possibly the same competitive bidding program that's causing so much damage to the rest of the industry. If anyone can make it work, it's the nationals, which can leverage economies of scale.

When we dive into utilization by product, though (see pages 6-10), it's still a roller coaster, as it has been in previous years. We're seeing high highs, as with non-invasive vents, which saw an 86.95% increase in utilization in 2015 compared to 2014; and low lows, as with TENS devices, which saw a 35.89% decrease over the same time period.

Of course, after all this, it's possible 2015 represents only a brief reprieve. In 2016, Medicare rolled out bid-related pricing nationwide to non-bid areas and that's likely to significantly impact the data for next year's report.

—Elizabeth Beaulieu, editor, HME News

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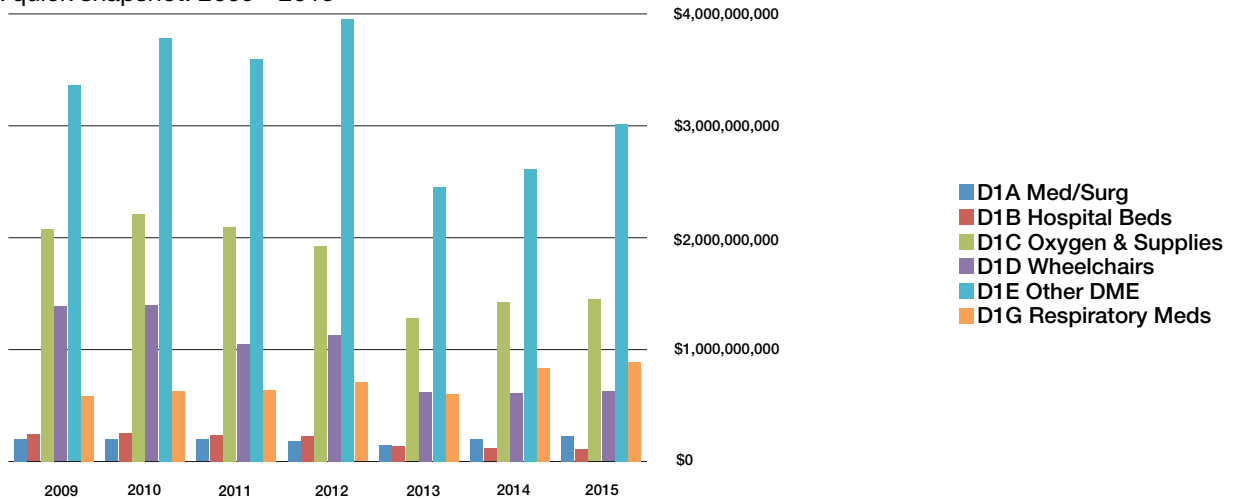
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Medicare: DME growth by category

A quick snapshot: 2009 - 2015



BETOS Product	2009	2010	2011	2012	2013	2014	2015
D1A.....Med/surg supplies.....	202M.....	198M	198M	183M.....	153M....	203M ...	231M
D1B.....Hospital beds	244M.....	255M	240M	230M.....	139M....	120M ...	112M
D1C.....Oxygen and supplies ..	2.0B.....	2.2B	2.1B	1.9B.....	1.3B....	1.4B ...	1.5B
D1D.....Wheelchairs.....	1.4B.....	1.4B	1.05B	1.1B.....	.622M....	.615M625M
D1E.....Other DME	3.4B.....	3.8B	3.6B	3.9B.....	2.5B....	2.6B	3B
D1GRespiratory meds588M.....	.629M637M709M.....	.605M....	.836M890M
Total	7.9B	8.5B	7.8B	8.1B	5.3B	5.8B	6.3B

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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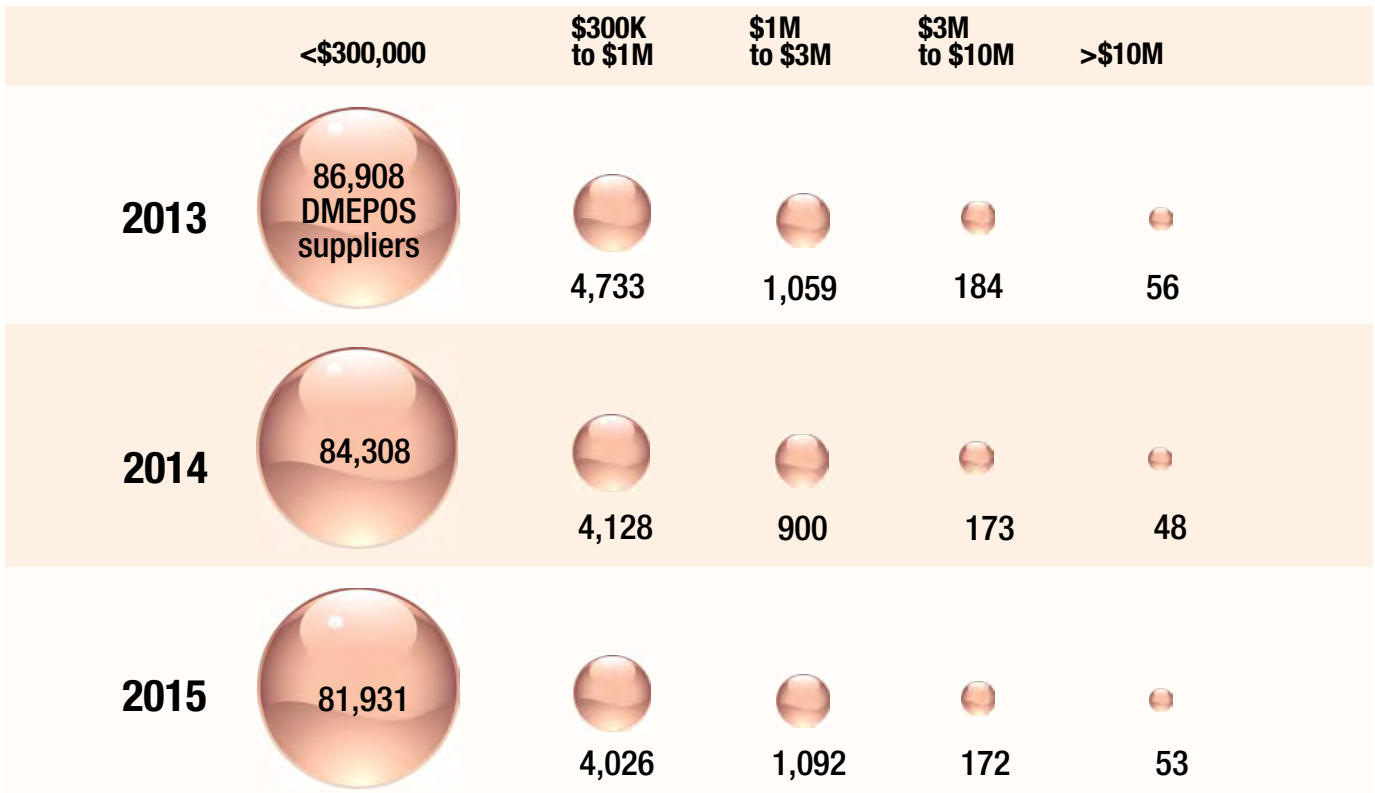
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This product is pending FDA clearance for use in the United States.

¹ ResMed AirFit F20 internal Australian fitting study of existing CPAP patients conducted between March–April 2016. ² ResMed AirFit F20 internal USA fitting study of existing CPAP patients conducted April 2016. ³ ResMed AirFit F20 internal EU and APAC fitting study of existing CPAP patients conducted June 2016. ⁴ ResMed AirFit N20 internal international fitting study of new and existing CPAP patients, conducted Nov 2015. © 2016 ResMed Ltd. 2016-11



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



SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

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Geneva Woods Pharmacy and Health Care Services

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Medicare: Utilization for 2015, top HCPCS

Respiratory

Product/Procedure Code	Allowed Charges	Allowed Services	2015 Growth
Oxygen concentrator (E1390)	\$1,198,334,245	8,323,364	-0.40%
Press supp vent noninv int (E0464)	\$338,746,697	217,252	86.95%
Cont airway pressure device (E0601)	\$202,046,649	3,228,551	9.53%
CPAP full face mask (A7030)	\$148,989,990	1,031,741	17.97%
Nasal application device (A7034)	\$126,332,030	1,444,970	13.31%
Replacement facemask interfa (A7031)	\$92,715,470	1,741,151	27.12%
Portable gaseous O2 (E0431)	\$89,469,641	3,455,088	0.15%
RAD w/o backup non-inv intfc (E0470)	\$83,905,273	560,324	4.81%
Replacement nasal cushion (A7032)	\$80,692,427	2,754,942	25.04%
Humidifier heated used w PAP (E0562)	\$74,896,101	1,089,753	10.14%
Press supp vent invasive int (E0463)	\$68,833,747	44,315	8.14%
RAD w/backup non inv intrfc (E0471)	\$64,706,867	178,874	6.59%
Replacement nasal pillows (A7033)	\$49,543,806	2,363,875	26.40%
Pos airway press headgear (A7035)	\$47,131,476	1,652,564	13.45%
Pos airway pressure tubing (A7037)	\$45,211,906	1,678,830	8.94%
Nebulizer with compression (E0570)	\$42,234,624	2,964,340	-7.95%
Pos airway pressure filter (A7038)	\$37,554,818	10,634,567	22.52%
Portable gas oxygen system (K0738)	\$36,678,793	792,239	7.41%
Portable oxygen concentrator (E1392)	\$33,842,809	725,709	8.49%
Portable O2 contents, gas (E0443)	\$34,986,593	505,648	-14.62%
Tubing with heating element (A4604)	\$31,053,719	590,269	57.18%
Stationary liquid O2 (E0439)	\$14,460,651	99,252	-25.98%
Nondisposable nebulizer set (A7005)	\$11,321,964	365,227	-1.47%
Repl water chamber, PAP dev (A7046)	\$10,213,865	634,600	26.90%
Oxygen contents, liquid (E0442)	\$9,185,558	133,703	-21.13%
Portable O2 contents, liquid (E0444)	\$8,587,910	127,150	-21.88%
Filter, non disposable w pap (A7039)	\$7,180,266	697,105	8.21%
Nebulizer administration set (A7003)	\$4,089,614	1,435,996	-11.97%
Cushioned headrest (E0955)	\$3,876,886	21,956	-2.19%
Portable liquid O2 (E0434)	\$3,297,275	128,727	-24.53%
Pos airway press chinstrap (A7036)	\$2,089,802	156,078	12.33%
Combination oral/nasal mask (A7027)	\$1,746,712	10,258	-10.07%
Repl oral cushion combo mask (A7028)	\$1,442,638	31,236	-3.31%
Compressor air power source (E0565)	\$1,335,184	25,676	-7.47%
Disposable nebulizer sml vol (A7004)	\$695,120	386,282	-20.69%
Repl nasal pillow comb mask (A7029)	\$636,539	33,275	-3.61%
Cylinder tank carrier (E2208)	\$455,434	8,058	-3.28%
Aerosol mask used w nebulize (A7015)	\$467,340	237,700	-15.99%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2015, top HCPCS

Durable Medical Equipment

Product/Procedure Code	Allowed Charges	Allowed Services	2015 Growth
Hosp bed semi-electr w/ matt (E0260)	\$87,758,770	1,051,183	-10.46%
Walker folding wheeled w/o s (E0143)	\$51,149,252	634,200	1.01%
Commode chair with fixed arm (E0163)	\$26,325,787	233,559	-2.86%
Patient lift hydraulic (E0630)	\$21,445,685	245,599	-2.33%
Powered pres-redu air mattr (E0277)	\$17,714,599	52,584	-19.10%
Calibrator solution/chips (A4256)	\$10,724,855	2,682,304	-12.99%
Gel pressure mattress pad (E0185)	\$10,478,343	39,324	-3.21%
TENS suppl 2 lead per month (A4595)	\$9,556,366	305,881	-25.76%
Tens four lead (E0730)	\$8,313,502	66,109	-35.89%
Hosp bed semi-electr w/o mat (E0261)	\$5,481,628	75,074	3.84%
Hosp bed hvy dty xtra wide (E0303)	\$5,336,629	27,955	-5.68%
Walker seat attachment (E0156)	\$4,606,062	231,391	3.87%
Conductive garment for tens/ (E0731)	\$3,380,498	9,126	1.87%
Air fluidized bed (E0194)	\$3,306,631	1,186	-15.86%
Hosp bed fixed ht w/ mattr (E0250)	\$3,156,838	52,981	-27.96%
Seat lift incorp lift-chair (E0627)	\$4,961,543	13,769	-12.89%
Hospital bed var ht w/ mattr (E0255)	\$2,669,153	35,988	-10.03%
Patient transfer system (E1035)	\$2,550,218	4,532	-2.11%
Heavy duty wheeled walker (E0149)	\$2,541,444	15,185	5.52%
Press pad alternating w/ pum (E0181)	\$2,572,558	109,338	-11.24%
Iv pole (E0776)	\$2,143,628	160,727	-11.15%
Transport chair pt wt<=300lb (E1038)	\$2,040,804	150,957	-7.11%
Tens two lead (E0720)	\$1,866,535	15,259	-11.60%
Walker folding adjust/fixd (E0135)	\$1,636,759	25,665	-9.66%
Dry pressure mattress (E0184)	\$1,436,904	12,126	23.55%
Heavyduty/wide commode chair (E0168)	\$1,428,169	11,665	-0.49%
Pos back post/lat wth <22in (E2615)	\$1,208,157	2,705	4.93%
Mattress innerspring (E0271)	\$1,130,455	9,541	0.33%
Commode chair with detacharm (E0165)	\$1,074,754	70,162	-4.38%
Trapeze bar attached to bed (E0910)	\$946,538	74,583	-15.63%
HD trapeze bar free standing (E0912)	\$851,843	10,210	-3.74%
Hosp bed semi-elect w/ mattr (E0294)	\$759,518	9,621	-1.17%
Hosp bed semi-elect w/o matt (E0295)	\$708,383	9,991	-4.69%
HD hosp bed, 350-600 lbs (E0301)	\$667,174	3,782	7.80%
Patient lift electric (E0635)	\$674,069	6,425	9.89%
Residual limb support system (E1020)	\$587,040	5,404	5.72%
Patient transfer system (E1036)	\$523,192	671	-16.54%
Nonpowered pressure mattress (E0373)	\$507,638	1,402	66.61%
Trapeze bar free standing (E0940)	\$515,272	23,306	-16.18%
Walker platform attachment (E0154)	\$458,561	10,005	-4.84%
Hosp bed xtra hvy dty x wide (E0304)	\$453,307	899	-18.87%
Walker variable wheel resist (E0147)	\$558,938	1,311	6.43%
Powered air mattress overlay (E0372)	\$440,577	1,662	-1.50%
Transfer device (E0705)	\$375,535	6,882	-1.52%
Nonpower mattress overlay (E0371)	\$367,666	1,515	5.07%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2015, top HCPCS

Mobility

Product/Procure Code	Allowed Charges	Allowed Services	2015 Growth
Pwr seat combo w/shear (E1007)	\$63,626,892	8,383	9.30%
PWC gp 2 std cap chair (K0823)	\$56,179,487	217,654	-0.29%
PWC gp3 std mult pow opt s/b (K0861)	\$42,636,841	8,482	9.71%
Standard wheelchair (K0001)	\$44,080,611	1,323,043	-6.34%
Lightweight wheelchair (K0003)	\$30,304,439	575,339	-11.53%
Electro connect btw 2 sys (E2311)	\$21,962,182	11,272	9.91%
W/c component-accessory NOS (K0108)	\$21,516,229	129,719	3.80%
Pwr seat tilt (E1002)	\$18,550,609	5,934	2.16%
Pwr wc motor/gear box combo (E2370)	\$17,896,951	28,485	-8.31%
PWC gp3 std sing pow opt s/b (K0856)	\$17,741,172	3,717	-0.93%
High strength ltwt whlchr (K0004)	\$12,926,281	165,614	-46.48%
PWC gp 2 hd cap chair (K0825)	\$11,048,768	37,719	7.92%
Gen use back cush wdth <22in (E2611)	\$10,666,616	53,216	6.43%
Ultralightweight wheelchair (K0005)	\$10,801,375	7,095	3.65%
W/c manual swingaway (E1028)	\$10,430,909	55,733	11.15%
Manual adult wc w tiltinspac (E1161)	\$10,327,611	47,949	6.53%
U1 sealed leadacid battery (E2365)	\$9,379,113	106,663	-18.51%
Elevating whlchr leg rests (K0195)	\$8,144,054	706,959	-7.96%
PWC gp 2 std seat/back (K0822)	\$7,555,872	29,079	-8.94%
W/Ch access det adj armrest (E0973)	\$7,403,583	137,693	-3.04%
Non-expandable controller (E2375)	\$7,341,750	10,514	-13.44%
Extra heavy duty wheelchair (K0007)	\$6,819,558	55,645	-5.69%
Pwr seat combo pwr shear (E1008)	\$6,309,945	914	35.73%
22nf sealed leadacid battery (E2361)	\$6,224,189	50,289	-0.11%
Heavy duty wheelchair (K0006)	\$6,320,925	76,718	-2.87%
Hand/chin ctrl std joystick (E2374)	\$5,685,985	88,371	25.06%
PT support & positioning sys (E0636)	\$5,252,864	5,562	65.50%
WC planar back cush wd <22in (E2620)	\$4,950,448	9,422	3.89%
PWC gp 1 std cap chair (K0816)	\$5,000,490	23,846	21.92%
Wheelchair anti-tipping devi (E0971)	\$4,868,883	239,113	-1.18%
Foam filled drive wheel tire (E2386)	\$4,796,216	39,261	-10.10%
Gen w/c cushion wdth < 22 in (E2601)	\$4,643,134	101,327	3.53%
PWC gp 3 std seat/back (K0848)	\$4,268,770	1,045	-10.03%
Adj skin pro w/c cus wd<22in (E2622)	\$4,247,674	12,921	4.90%
Expandable controller, initl (E2377)	\$4,190,937	10,835	10.19%
Battery charger, single mode (E2366)	\$3,996,532	20,644	-23.31%
POV group 1 std up to 300lbs (K0800)	\$4,002,335	8,008	3.95%
PWC gp2 std sing pow opt s/b (K0835)	\$3,658,440	1,329	2.80%
Std hemi (low seat) whlchr (K0002)	\$3,568,512	75,267	104.58%
Custom fab w/c back cushion (E2617)	\$3,322,061	2,458	-5.78%
Man w/ch acc seat w>=20"<24" (E2201)	\$3,038,382	25,206	13.31%
Gr24 sealed leadacid battery (E2363)	\$3,021,106	18,792	-0.82%
PWC gp 3 std cap chair (K0849)	\$2,957,670	643	12.82%
Electro connect btw control (E2310)	\$2,946,718	3,694	-1.01%
PWC gp 2 std port cap chair (K0821)	\$2,795,452	13,883	20.68%
PWC gp3 hd mult pow opt s/b (K0862)	\$2,617,650	421	2.03%
Add pwr leg elevation (E1010)	\$2,589,996	2,973	-0.29%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2015, top HCPCS

Mobility *continued*

Product/Prodeure Code	Allowed Charges	Allowed Services	2015 Growth
Manual fully reclining back (E1226)	\$2,474,106	23,704	-7.67%
Solid caster tire, integrate (E2392)	\$1,996,325	43,935	4.34%
W/c lateral trunk/hip suppor (E0956)	\$1,900,222	20,710	8.98%
Skin pro/pos wc cus wd <22in (E2607)	\$1,846,041	6,756	-9.55%
Mwc acc, wheelchair brake (E2228)	\$1,611,981	1,814	83.81%
Drive wheel excludes tire (E2394)	\$1,527,769	23,457	-3.79%
Hand interface joystick (E2321)	\$1,548,922	7,958	-24.99%
Adj skin pro/pos cus<22in (E2624)	\$1,464,050	4,463	8.23%
Adjustable angle footplate (K0040)	\$1,335,905	20,292	-10.65%
W/C acc,saf belt pelv strap (E0978)	\$1,263,897	54,962	-10.18%
PWC gp3 hd sing pow opt s/b (K0858)	\$1,239,916	224	-26.63%
PWC gp 2 hd seat/back (K0824)	\$1,216,341	3,689	-3.79%
Position back cush wd <22in (E2613)	\$1,054,759	2,858	-1.74%
PWC gp vhd cap chair (K0827)	\$1,037,006	2,692	15.46%
Frame depth less than 22 in (E2203)	\$980,722	2,878	-6.24%
Wheelchair brake extension (E0961)	\$976,954	69,882	9.54%
Man w/c push-rim pow assist (E0986)	\$890,561	2,033	46.74%
PWC gp2 std mult pow opt s/b (K0841)	\$861,463	217	31.53%
Caster wheel excludes tire (E2395)	\$820,438	18,024	-17.13%
Foam filled caster tire (E2387)	\$812,203	16,144	-3.28%
Skin protect wc cus wd <22in (E2603)	\$761,363	6,035	-9.38%
Head control proximity switc (E2330)	\$741,847	264	24.02%
Expandable controller, repl (E2376)	\$712,636	3,418	-17.26%
Loop heel (E0951)	\$672,942	71,868	1.52%
Solid seat support base (E2231)	\$650,513	4,984	-20.26%
POV group 1 hd 301-450 lbs (K0801)	\$652,626	839	-5.41%
Wheelchair elevating leg res (E0990)	\$634,073	14,007	-21.84%
Rollabout chair with casters (E1031)	\$680,524	18,673	-33.47%
Power wc motor replacement (E2368)	\$555,040	1,342	-4.29%
Rear whl compl pneum tire (K0070)	\$558,319	3,036	29.29%
Gen use back cush width>=22in (E2612)	\$546,384	1,706	1.75%
PWC gp 2 hd sing pow opt s/b (K0837)	\$477,133	127	10.34%
PWC gp2 std sing pow opt cap (K0836)	\$447,785	115	0.00%
Position wc cush width <22 in (E2605)	\$449,466	1,781	-2.04%
Arm pad each (K0019)	\$414,264	27,605	0.21%
Detach non-adjus hght armrst (K0015)	\$374,184	2,806	-12.61%
Arm trough each (E2209)	\$374,303	4,764	0.30%
Pwr seat recline mech (E1004)	\$371,260	119	20.99%
Gen w/c cushion width >=22 in (E2602)	\$365,116	3,890	-9.44%
PWC gp2 hd mult pow opt s/b (K0843)	\$343,864	90	0.00%
W/c shoulder harness/straps (E0960)	\$333,379	3,658	5.40%
Head/extremity control inter (E2328)	\$325,854	94	3.19%
Pneumatic prop tire insert (E2213)	\$322,493	10,652	-9.29%
Front caster assem complete (K0077)	\$320,716	5,569	0.00%
Hand/chin ctrl spec joystick (E2373)	\$311,293	1,124	0.00%
Seat lift for pt furn-electr (E0628)	\$338,036	1,062	-56.25%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Utilization for 2015, top HCPCS

Diabetes, Infusion & Supplies

Product/Procedure Code	Allowed Charges	Allowed Services	2015 Growth
Blood glucose/reagent strips (A4253)	\$308,875,880	29,688,614	-3.18%
Neg press wound therapy pump (E2402)	\$108,879,720	91,558	-3.81%
Enteral feed supp pump per d (B4035)	\$75,257,785	9,226,922	-9.68%
Maint drug infus cath per wk (A4221)	\$56,046,362	2,270,167	-8.76%
Ext amb infusn pump insulin (E0784)	\$51,817,572	139,426	23.96%
EF calorie dense >=1.5Kcal (B4152)	\$51,771,117	120,671,873	-0.72%
EF spec metabolic noninherit (B4154)	\$41,062,745	46,104,893	-14.06%
EF complet w/intact nutrient (B4150)	\$40,030,071	78,553,385	-13.78%
Infusion supplies with pump (A4222)	\$36,995,566	748,470	4.81%
External ambulatory infus pu (E0781)	\$27,830,710	115,654	4.11%
Neg pres wound ther drsg set (A6550)	\$26,108,400	1,040,276	-5.68%
Enter feed supkit syr by day (B4034)	\$21,235,888	4,737,256	-4.23%
EF hydrolyzed/amino acids (B4153)	\$16,852,228	10,861,528	-0.98%
Supply/ext inf pump syr type (K0552)	\$15,595,361	5,370,838	9.56%
Lancets per box (A4259)	\$13,999,439	8,486,126	-7.24%
Enteral infusion pump w/ ala (B9002)	\$10,825,094	126,293	-13.21%
Enteral feed sup kit grav by (B4036)	\$6,686,969	1,093,948	-2.96%
Disposable canister for pump (A7000)	\$6,531,501	784,168	-4.66%
Lancet device each (A4258)	\$3,190,257	1,265,974	-21.75%
EF blenderized foods (B4149)	\$1,024,353	780,267	0.89%
EF incomplete/modular (B4155)	\$965,144	1,253,207	-13.47%
Alkaline batt for glucose mon (A4233)	\$780,351	1,345,430	-16.97%
Tubing used w suction pump (A7002)	\$633,539	167,040	-3.16%
Lithium batt for glucose mon (A4235)	\$530,309	500,296	-23.24%
Gastro/jejuno tube, std (B4087)	\$369,950	12,351	-3.18%

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT



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Medicare: Top providers in 2015

Rank	Company	Allowed Charges	Rank	Company	Allowed Charges
1	Lincare Inc	\$830,879,192.20	51	EBI LLC	\$20,709,928.45
2	Accredo Health Group Inc	\$481,802,201.82	52	Us Med LLC	\$20,596,099.74
3	Apria Healthcare LLC	\$273,513,610.07	53	Prism Medical Products, LLC	\$20,397,338.27
4	Lincare Pharmacy Services Inc	\$266,888,566.71	54	America's Best Care Plus Inc	\$20,103,986.46
5	Walgreen Co	\$179,613,533.83	55	Wal-Mart Stores Inc	\$19,586,821.98
6	Zoll Services LLC	\$178,257,878.71	56	Ocean Home Health Supply, Llc	\$19,254,622.54
7	KCI Usa, Inc	\$126,468,793.96	57	Biorx LLC	\$19,158,856.28
8	Arriva Medical, LLC	\$119,767,273.68	58	Infusystem, Inc	\$18,224,903.91
9	Hanger Prosthetics & Orthotics Inc	\$103,688,289.90	59	Airway Oxygen Inc	\$17,502,634.90
10	Coram Alternate Site Services, Inc	\$92,641,389.10	60	Binson's Hospital Supplies, Inc	\$17,375,105.79
11	DEGC Enterprises (U.S.), Inc	\$89,080,082.05	61	Minimed Distribution Corp	\$17,323,525.45
12	Option Care Enterprises Inc	\$79,991,879.67	62	Super Care Inc	\$17,219,948.82
13	American Homepatient, Inc	\$75,150,896.14	63	Medstar Surgical & Breathing Equipment, Inc	\$17,104,046.20
14	Byram Healthcare Centers, Inc	\$75,062,926.28	64	Home Infusion Solutions LLC	\$16,732,055.68
15	Med4home Inc	\$72,736,573.04	65	Tricounty Medical Equipment And Supply, LLC	\$16,343,386.49
16	United Seating And Mobility LLC	\$70,526,485.27	66	World Wide Medical Services Inc	\$15,049,746.40
17	180 Medical Inc	\$67,815,800.01	67	Advanced Care Scripts Inc	\$14,796,487.48
18	Caremark LLC	\$65,240,234.60	68	Aerocare Holdings, Inc	\$14,181,625.51
19	Liberator Medical Supply Inc	\$61,046,927.15	69	Diplomat Pharmacy Inc	\$14,141,151.51
20	Rgh Enterprises Inc	\$60,621,213.35	70	Meditech	\$13,950,844.27
21	Hanger Prosthetics & Orthotics East, Inc	\$60,327,458.95	71	Paragon Infusion Care Inc	\$13,776,880.53
22	Orthofix Inc	\$53,356,878.53	72	Aeroflow Inc	\$13,448,407.35
23	Gordian Medical Inc	\$53,344,370.50	73	Nationwide Medical, Inc	\$13,355,445.62
24	Liberty Medical LLC	\$43,999,887.75	74	Advanced Respiratory, Inc	\$13,185,354.40
25	Hanger Prosthetics & Orthotics West Inc	\$43,087,972.00	75	Roberts Home Medical Inc	\$13,098,045.25
26	DJO LLC	\$42,737,156.37	76	Lifecare Solutions Inc	\$13,094,020.41
27	American Homepatient, Inc	\$41,359,292.86	77	CVS Pharmacy Inc	\$13,020,374.40
28	Hoveround Corporation	\$40,051,675.18	78	Tidewater Medical Inc	\$12,868,377.50
29	Wal-Mart Stores East, Lp	\$39,564,786.78	79	Medenvios Healthcare, Inc	\$12,647,376.77
30	Procare Pharmacy LLC	\$39,085,459.16	80	MBS Ltd	\$12,598,595.64
31	Centrad Healthcare LLC	\$35,240,655.32	81	Barnes Healthcare Of Fl LLC	\$12,135,450.13
32	Braden Partners Lp	\$33,533,414.94	82	Carelinc Medical Equipment & Supply Co Llc	\$11,708,467.17
33	Verus Healthcare LLC	\$33,071,575.65	83	Founders Healthcare, LLC	\$11,517,306.74
34	Norco, Inc	\$32,215,909.17	84	Amerita, Inc	\$11,367,575.82
35	Mckesson Medical-Surgical Medimart Inc	\$32,149,217.05	85	PRN Medical Services, LLC	\$11,166,792.59
36	Mckesson Patient Care Solutions Inc	\$31,412,419.09	86	Infusion Partners LLC	\$11,062,600.57
37	Procare Pharmacy Direct, LLC	\$31,368,584.32	87	Coram Healthcare Corporation Of Greater NY	\$10,781,728.08
38	Inogen Inc	\$31,038,926.05	88	Mayo Foundation For Medical Education & Res	\$10,732,148.90
39	Advanced Home Care Inc	\$30,186,312.32	89	Keene Medical Products, LLC	\$10,585,507.89
40	National Seating & Mobility, Inc	\$28,724,744.16	90	Sleepmed Therapies Inc	\$10,562,037.49
41	Advanced Tissue, LLC	\$27,085,314.27	91	Crescent Healthcare, Inc	\$10,498,889.21
42	Health Care Solutions At Home Inc	\$26,851,188.89	92	Respiratory Technologies	\$10,405,511.29
43	Sleep Management LLC	\$26,591,851.23	93	Wound Care Concepts Inc	\$10,326,709.52
44	Amber Enterprises Inc	\$25,787,129.64	94	Medical Direct Club, LLC	\$10,150,146.48
45	Bioventus LLC	\$24,812,151.30	95	Tobii Dynavox LLC	\$10,068,631.85
46	Community Surgical Supply Of Toms River, Inc	\$23,401,543.36	96	Homechoice Partners Inc	\$10,047,433.62
47	Med-Care Diabetic & Medical Supplies Inc	\$23,106,701.97	97	#A1 Diabetes & Medical Supply, Inc	\$10,044,790.66
48	United States Medical Supply LLC	\$22,919,805.65	98	Regional Home Care Inc	\$10,015,127.35
49	All American Medical Supplies, LLC	\$21,841,649.65	99	Provider Plus Inc	\$9,994,205.01
50	Medical Services Of America Inc	\$21,612,210.26	100	Comfort Medical, Llc	\$9,971,468.25

SOURCE: CMS, VIA FREEDOM OF INFORMATION ACT

Medicare: Number of beneficiaries, suppliers, 2015

✓ E1390 O2 Concentrator

Jurisdiction	Beneficiaries	Suppliers
A	183,961	1,496
B	236,876	2,143
C	497,180	4,086
D	278,889	2,337
Nation*		6,315

✓ E0601 CPAP

Jurisdiction	Beneficiaries	Suppliers
A	98,328	1,055
B	118,868	1,726
C	237,168	3,706
D	140,632	1,940
Nation*		5,881

✓ E0260 Hospital Beds

Jurisdiction	Beneficiaries	Suppliers
A	62,855	971
B	52,635	1,449
C	87,371	3,211
D	22,834	1,462
Nation*	225,363	5,903

✓ A4253 Blood Glucose Strips

Jurisdiction	Beneficiaries	Suppliers
A	707,740	14,962
B	716,368	13,219
C	1,255,292	24,385
D	671,824	13,296
Nation*		48,402

✓ K0823 Power Chair

Jurisdiction	Beneficiaries	Suppliers
A	4,453	157
B	5,923	321
C	19,672	866
D	7,627	402
Nation*		1,603

✓ K0001 Standard Chair

Jurisdiction	Beneficiaries	Suppliers
A	55,764	1,023
B	48,674	1,652
C	116,267	3,317
D	43,058	1,687
Nation*		6,062

*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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