



Wisconsin Association of
Medical Equipment Services

Presents the

28th Annual

Convention & Trade Show

Sept. 13 - 15, 2011
at the Chula Vista Resort
in Wisconsin Dells

Agenda

Welcome to the 2011 WAMES Annual Conference!

Agenda

Tuesday, Sept. 13, 2011

1:00 -5:30 p.m.	2011 Annual Golf Outing at the Cold Water Canyon Golf Course at Chula Vista Resort
5:30-6:30 p.m.	Golfers Reception and Prizes at the Cold Water Canyon Golf Course at Chula Vista Resort
6:30-8:30 p.m.	Bonfire for All Attendees at the Cold Water Canyon Golf Course at Chula Vista Resort <i>sponsored by DIK Healthcare</i>

Wednesday, Sept. 14, 2011

7:30 a.m.	Registration opens with Continental Breakfast - <i>sponsored by Pride Mobility</i>
8:10-8:15 a.m.	Welcome with Jean McAdams, President of WAMES - Meeting Room I
8:15-9:30 a.m.	A Homecare Company Makeover , with Louis Feuer, president of Dynamic Seminars & Consulting "Bidding Times" has created a need to review every aspect of your business - from contracts, inventory management, sales plans and marketing strategies to the introduction of new technology in your business. This program addresses a 10 step focus and analysis on your business from inventory processes to developing a new sales approach! There are no real winners in this bidding environment, so everyone is touched by industry changes in reimbursement. We have already seen payors reducing payments to home care providers as they develop new contracts throughout the US so the time has come to institute a business audit of your operation and this dynamic program will help you begin that process.
9:30-9:45 a.m.	Break
9:45-10:45 a.m.	Educational Tracks

Sponsors of the 2011 WAMES Annual Conference

Invacare Corporation
Sunrise Medical
Philips Respironics
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Wipfli, LLP

Thank you to these sponsors — they help us provide you with quality education!

Educational Tracks - Wednesday, September 14

Choose from three different tracks: Operations, Rehab and Respiratory Tracks

1. OPERATIONS TRACK - Meeting Room I

9:45 -10:45 a.m.

Knock, Knock Doc: Physician Selling Strategies for Handling the Hardest Challenge in the Sales Department with Louis Feuer, president of Dynamic Seminars & Consulting

The knocking part may be easy but getting in the door is certainly not. While it has been said that close to 50% of all physician offices restrict sales people, most are not completely closed, nor are they restricted to the sales reps meeting with staff. While most HME sales people never even ask to see the physician, the opportunity does exist and this program addresses what may be an existing negative attitude toward the process. Learn how to position yourself for the sale, and how to share information about what physicians will lose by not working with you. When you provide the same products as the competitor, the power of your message and attitude can make all the difference. This dynamic seminar will show you how it works. Identify what you need to know about the hospital physician relationship creating specific solutions to specific problems. Physicians are busy people and this program will help you obtain the best return for your coveted meeting with this key industry player.

10:50 - Noon

Avoiding Legal Landmines with with Frank Margulis, president of Margin Consultants

"Former HME CEO and Federal inmate Frank Margulis will discuss his experiences as a provider who was investigated, indicted, dragged through the legal system and ultimately sent to prison. The legal system does not work the way you think it does. You are at risk. Come to hear this candid first-person account."
Sponsored by DMETRAIN

Noon -1:00 p.m.

Lunch, Awards and Medicaid Update - Upper Dells Ballroom

1:00-2:00 p.m.

Understanding Compression with Pattie Kaczala, Senior Medical Education Advisor, BSN Medical

Understanding Compression Presentation is used to educate persons/professionals on understanding what type of textile, what type of pressure or pressure levels according to the needs of the patients. Understanding the need to life style dispense compression garment be them Ready to Wear or Custom according to the physicians/therapist objective. *Sponsored by BSN Medical*

2:05-3:05 p.m.

10 Pitfalls of Accreditation with Greg Stowell, HME Corporate Surveyor, ACHC

The purpose of this session is to take a statistical look at how accredited organizations are performing at time of their follow up accreditation surveys. What are the common problems or "Pitfalls" Accreditation Organizations are noting during reaccreditation surveys of DMEPOS providers. Get the "Answers to the Test" before your next accreditation visit. Q & A time at the end of the presentation. *Sponsored by ACHC*

2. REHAB TRACK - Meeting Room G

9:45 -10:45 a.m.

New Benefit Category for Complex Rehabilitation Technology (CRT)
with Rita Hostak, Sunrise Medical

This hour session will cover the key elements of the CRT proposal. The proposed changes have the ability to dramatically alter the future for CRT and to stabilize the marketplace. The session will include discussion of the changes in draft legislation as well as key elements of implementation (coding, coverage and supplier standards). In addition there will be a review of where this initiative stands at the time of the conference and next steps. *Sponsored by Sunrise Medical*

10:50 - Noon

Competitive Bidding for Rehab Dealers with Rita Hostak, Sunrise Medical

This session will cover what is known about competitive bidding after the first six months. The session will also cover Round 2; the current timeline and any solid details CMS has released regarding Round 2. Finally, there will be discussion regarding any efforts to repeal, modify and minimize competitive bidding. *Sponsored by Sunrise Medical*

Noon-1:00 p.m.

Lunch, Awards and Medicaid Update - Upper Dells Ballroom

2. REHAB TRACK *continued* - Meeting Room G

1:00- 3:00 p.m.

To Bill or Not to Bill? A Guide to Billing Wheelchair Options and Accessories with Jim Stephenson, CMC, Reimbursement and Coding Manager Rehab Department, Invacare Corporation

This session will explore which options/accessories can be billed in addition to the manual and power wheelchair base at initial purchase. Appropriate coding and justification for billable options/accessories will be presented.

- Identify at least 3 separately billable wheelchair accessories for manual and power wheelchairs to maximize reimbursement
- List at least 2 appropriate medical justifications for the provision of separately billable wheelchair accessories
- Identify current and updated HCPCS coding changes
- Discuss coding for wheelchair options/accessories when provided as a replacement item

Sponsored by Invacare Corporation

3. RESPIRATORY TRACK - Meeting Room H

9:45-10:45 a.m.

A New Patient Centered Approach for initiating BiPAP AVAPS

with Hank Hart, LPN, BS, Sleep Consultant with Philips Respironics

Examine an obesity hypoventilation case study from titration to set-up and understand patient challenges to therapy acceptance such as behavior changes, readiness to accept NIV therapy, and strategies to guide the patient through the therapy process. *Sponsored by Philips Respironics*

10:50 -Noon

Clinical Respiratory Care Services in Accordance with Accreditation

with Wayne Link, Link Consulting

You will receive details and perspectives on defining Clinical Respiratory Care Services in accordance with the accreditation process. The objectives are to know the difference between equipment maintenance and clinical respiratory care. Also, to know how to define a plan of service / plan of care and how to utilize these care plans. As well as understanding what constitutes a clinical respiratory care program.

Noon- 1 p.m.

Lunch, Awards and Medicaid Update - Upper Dells Ballroom

1:00- 2:00 p.m.

Data Management of the Sleep-Disordered Breathing Patient with Hank Hart, LPN, BS, Sleep Consultant, Philips Respironics and Denise Hartsell, RRT, RPSGT, Regional Clinical Specialist, ResMed

Review the management and follow-up of PAP Therapy through the use of the Encore Data management Software, and learn how to interpret the Reports and Waveforms.

Sponsored by Philips Respironics & ResMed

2:05- 3:05 p.m.

Matters of the Heart: Sleep-Disordered Breathing (SDB) & Cardiovascular Disease (CVD) with Denise Hartsell, RRT, RPSGT, Regional Clinical Specialist, ResMed

Sleep technologists, respiratory therapists and clinicians involved in the medical treatment of sleep disordered breathing (SDB) and/or cardiovascular disease (CVD) patients will thoroughly understand the connection between SDB and CVD after attending this presentation. We will identify the differences between obstructive sleep apnea (OSA), central sleep apnea (CSA) and Cheyne-Stokes respiration (CSR), all types of SDB. We will discuss the symptoms of SDB and how those symptoms can be more difficult to detect and sometimes confused with the CVD itself. Attendees will leave with an understanding of the profound physiological effects SDB has on patients with and without CVD. The presentation will conclude with a discussion of the treatment modalities and clinical outcomes related to the treatment of SDB.

Sponsored by ResMed

3:00- 6:00 p.m.

Exhibitors Reception with Hors d'oeuvres and Silent Auction - Grand Ballroom

7:00- 9:00 p.m.

Dells Boat Tour with hors d'oeuvres and cash bar on the beautiful Wisconsin River including a stop at Witch's Gulch - all are welcome. There is an extra \$25 fee for this. The boat will load starting at 6:45 pm behind the hotel and down some stairs to the river.

Thursday, Sept. 15, 2011

7:30 a.m. Continental Breakfast

Educational Tracks

Choose from three different tracks: Operations, Rehab and Respiratory Tracks

1. OPERATIONS TRACK - Meeting Room I

8:00- 10:05 a.m. **Medicare Audits: Your Proactive and Reactive Plan for the Inevitable** with Wayne H. van Halem, CFE, AHFI, President, The van Halem Group, LLC

Never before has the government been more intent on reducing improper payments. The current administration is dramatically increasing funding for audit activities in an effort to help fund healthcare reform initiatives and reduce improper payments. This means more auditors conducting more audits. Rather than trying to provide ways to avoid the unavoidable, this presentation will guide companies on what they can do to prepare in advance so that when it does happen, the effects are minimal. It provides a more cost-effective approach for providers to be proactive in implementing internal controls as opposed to waiting until it's too late. This presentation will also provide information on developing an appropriate and tested response plan once you are being audited to assure that you navigate the process quicker and easier. The van Halem Group is a consulting company based in Atlanta, GA that employs former Medicare auditors and clinicians; therefore, this presentation will provide a unique first-hand perspective from conducting audits for Medicare and working with providers in our current practice.

10:05 -10:20 a.m. **Break with Sponsors** in [Grand Ballroom Lobby](#)

10:20 - 11:20 a.m. **Sales and Use Tax Treatment of Medical Equipment & Supplies** with Daryl Ohland, Senior Manager, Wipfli, LLP

The sales and use tax changes that were enacted in 2009 affected virtually every company selling medical supplies and equipment in Wisconsin. A summary of the key Wisconsin sales and use tax changes that took place during 2009 will be discussed. In addition, the current economic climate is forcing states to be more aggressive in their search for revenue, including Wisconsin. Tax audits are on the rise. The presenter will share his insights as to what you can expect in a field audit if Wisconsin comes knocking.
Sponsored by Wipfli, LLP

11: 25 a.m. - 12:25 pm **Closing General Session: State of Wisconsin Update:** with Matt Fanale, Program & Policy Analyst
Dept of Health Services

2. REHAB TRACK - Meeting Room G

7:30 a.m. - 11:20 am **Electronics and IR Programming** with Ken Kalinowski, Senior Service Technician, Sunrise Medical
This half day Power Wheelchair Technical training course will examine the technical details of power wheelchairs. The course includes reviewing the power wheelchair base. The course will further assess the electronic programming. Additionally, specialty control setup and operation will be studied. Course participants will understand how different user scenarios require different programming. Seating operation, such as tilt, power legrest, etc, will also be addressed. Attendees will be familiar with standard operation. Course attendees will also learn about Specialty Input Devices (SIDs). This review will help participants select and utilize electronics for the proper functioning and safe operations of SIDs. The introduction to Assignable Buttons and how to effectively use them for ease of operation for both standard R-net LED or Color screen joystick and Omni R-Net Specialty Controls.
Sponsored by Sunrise Medical

10:05 -10:20 a.m. **Break with Sponsors** - in [Grand Ballroom Lobby](#)

11: 25 a.m. - 12:25 pm **Closing General Session: State of Wisconsin Update:** with Matt Fanale, Program & Policy Analyst
Dept of Health Services - Meeting Room I

3. RESPIRATORY TRACK - Thursday, September 15 - Meeting Room H

<p>8:00-9:00 a.m.</p>	<p>Operational Efficiencies of Sleep Programs with Rob Clear, Regional Manager, The MED Group</p> <p>Practical ways of dealing with shrinking reimbursement levels for Oxygen and Sleep Programs. Worried about how competitive bidding will affect your business? Rob will discuss what several MED members have done in the existing bid areas to combat losses to reimbursement. The MED Group Respiratory Network has put together some best practices to help you face these ever changing business models.</p> <p><i>Sponsored by The MED Group</i></p>
<p>9:05 - 10:05 a.m.</p>	<p>Oxygen Therapy: Continuous vs. Pulse Dose with Joe Lewarski, Vice President of Clinical Affairs, Invacare Corporation</p> <p>Low-flow oxygen therapy now encompasses continuous and pulse dosing systems. There has been some controversy and confusion surrounding the science and application of the devices and the relationship to continuous flow. This presentation will review the science and engineering of all systems.</p> <p><i>Sponsored by Invacare Corporation</i></p>
<p>10:05 -10:20 a.m.</p>	<p>Break with Sponsors - in Grand Ballroom Lobby</p>
<p>10:20 - 11:20 a.m.</p>	<p>Home Oxygen Therapy: Operational Efficiency & Profit in the Face of Declining Payments with Joe Lewarski, Vice President of Clinical Affairs, Invacare Corporation</p> <p>The provision of home oxygen has long been weighted in the labor and operational overhead. Most of the processes are non-value added and expensive. This presentation reviews various cost models and operational initiatives relating to the cost-effective home oxygen therapy.</p> <p><i>Sponsored by Invacare Corporation</i></p>
<p>11: 25 a.m. - 12:25 pm</p>	<p>Closing General Session: State of Wisconsin Update: with Matt Fanale, Program & Policy Analyst Dept of Health Services - Meeting Room I</p>

RESNA has approved to provide 0.575 total Continuing Education Units (CEUs) for registered attendance and successful completion of the educational sessions on Wednesday, September 14 in the 2011 WAMES Rehab Track from 9:45 am - Noon and on Thursday, September 14 from 7:30 am -11:20 am or .2 for Wed and .375 for Thursday. The cost to obtain the RESNA CEUs is \$16 per person. There will be a form onsite to do so.

The University of Pittsburgh has certified the educational contact hours of the program on Wednesday September 14 in the 2011 WAMES Rehab Track from 1:00 pm - 3:00 pm; by doing so is in no way endorsing any specific content, company or product. The information presented in this program may represent only a sample of appropriate interventions. (One CEU is equivalent to 10 hours of participation in an organized continuing education activity). Each person should claim only those hours of credit that he or she actually spent in the educational activity. RESNA accepts CEU's from courses approved by the University of Pittsburgh.

WAMES 2011 Respiratory Track Sessions on Wednesday from 9:45 - 10:45 am, 10:50 am - Noon and from 1:00 - 3:00 pm as well as the sessions on Thursday from 9:05 - 11:20 am are approved by the American Association for Respiratory Care (AARC) for 6 total continuing education contact hours.

	TRACK 1 OPERATIONS Meeting Room G	TRACK 2 REHAB Meeting Room I	TRACK 3 RESPIRATORY Meeting Room H
TUESDAY, SEPT. 13			
1 p.m.	Golf Outing — Shotgun Start at Cold Water Canyon Golf Course at Chula Vista Resort		
5:30 p.m.	Golfers Reception at Cold Water Canyon Golf Course at Chula Vista Resort		
WEDNESDAY, SEPT. 14			
8:15-9:30 a.m.	Opening General Session: A Homecare Company Makeover		
9:30-9:45 a.m.	Break		
9:45-10:45 a.m.	Operations Physician Selling Strategies	Rehab Complex Rehab Technology	Respiratory New Patient Centered Approach for Initiating BiPAP AVAPS
10:50-Noon	Operations Avoiding Legal Landmines	Rehab Competitive Bidding for Rehab	Respiratory Clinical Respiratory Care Services
Noon-1 p.m.	Lunch, Awards and Medicaid Update - Upper Dells Ballroom		
1-2 p.m.	Operations Understanding Compression	Rehab To Bill or Not to Bill?	Respiratory Data Management of Sleep Disordered Patient
2:05-3:05 p.m.	Operations 10 Pitfalls of Accreditation	Rehab To Bill or Not to Bill?	Respiratory Matters of the Heart
3:00-6 p.m.	Exhibits, Reception, Silent Auction - Grand Ballroom		
7-9 p.m.	Dells Boat Ride on the Wisconsin River with a stop at Witch's Gulch		
THURSDAY, SEPT. 15			
8-9 a.m.	Operations Medicare Audits	7:30 am start; Rehab Electronics & IR Programming	Respiratory Operational Efficiencies of Sleep
9:05-10:05 a.m.	Operations Medicare Audits	Rehab Electronics & IR Programming	Respiratory Oxygen Therapy: Continuous vs. Pulse Dose
10:05-10:20 a.m.	Break with Sponsors		
10:20-11:20 a.m.	Operations Sales & Use Tax Treatment of	Rehab Electronics & IR Programming	Respiratory Home Oxygen Therapy: Operational Efficiency & Profit
11:25 a.m.-12:25 p.m.	Closing General Session- State of Wisconsin Update - Meeti		

Lodging

The Chula Vista Resort has offered WAMES special room rates of \$119 single or double for the WAMES Annual Convention. For reservations, call the Chula Vista Resort directly at: 888-284-1001 or 855-388-4782 or 608-254-8366, or you can register online with group number A09959. Mention you are with the WAMES convention.

Reservations, Directions and General Info:

The Chula Vista Resort
2501 River Road
Wisconsin Dells, WI 53965
Phone: 888-284-1001, 855-388-4782 or 608-254-8366
<http://www.chulavistaresort.com>

Silent Auction

Again, we will offer a very beneficial and enjoyable activity to the exhibit hall this year: The Silent Auction! The proceeds from this auction will go towards WAMES educational and legislative efforts. We are asking all participants to donate items.

Cancellations, Registration Policies

- All attendees will receive confirmation by email
- Cancellations for refund minus \$25 cancellation fee will be accepted until Sept. 8, 2011. No refunds after Sept. 8, 2011.



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28th Annual Convention

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in Wisconsin Dells

Silent Auction

Be sure to bid on the silent auction items located at each exhibitors booth! Some of the items include:

- Sony Cyber-shot camera 16.1 mega pixels 10x zoom from Airgas Puritan Medical (\$230 value)
- Kindle e-book reader from Lifegas (\$150 value)
- Wine Gift Basket from MK Battery (\$100 value)
- Vera Bradley products from Knueppel Health Care (\$149 value)
- \$50 Best Buy Card from HQAA
- "Sweet Basil Market" Gift Basket from VGM
- Need coffee? Let us buy your next cup O' Joe! From Strategic AR (\$25 value)
- Kindle Book Tablet from BSN Medical (\$115 value)
- Gift Basket from Fisher & Paykel Healthcare (\$100 value)
- Garmin GPS System from Aquila Corporation (\$130 value)
- Brewers Fan Package with tote bag, jersey, toaster, etc (\$200 value)
- iTunes Gift Cards from Bemis Manufacturing Company
- Something wonderful from Medical Alliances (\$100 value)
- Overnight hotel package from the Marriott Madison West in Middleton from WAMES (\$200 value)
- \$50 Amex Gift Card from Brightree, LLC
- Overnight hotel package from the Chula Vista Resort in Wisconsin Dells from WAMES (\$150 value)

Silent Auction Guidelines

- Bidding begins at 1 p.m. and final bids are due by 5:45 p.m. on Wednesday, September 14.
- Items are on display for your review at each exhibitor's booth.
- To place your bid, write your name on the bidding sheet with your bid amount each time you bid.
- Bids must be done in increments of \$5 or \$10 as stated on the bid sheet for each item. In case of error on bid increments, WAMES will make the appropriate increment change.
- The minimum bid for each item is printed on the cards in front of each item.
- All items must be taken home at the end of the conference.
- The highest bidder receives the item(s) upon payment.
- Visa, Mastercard, American Express are accepted or cash or checks may be made payable to: WAMES
- ENJOY!

Thank you to the generous companies who donated to the 2011 WAMES Silent Auction! Proceeds will go to WAMES educational, legislative and regulatory efforts.

Thank you for participating in the 2011 WAMES Annual Conference. Please fill out your evaluation form and hope to see you next year!

Thank you to the 2011 Annual Conference Committee members who helped coordinate the 28th Annual WAMES Conference:

Val Larmer, Phillips Drug Store
Jean McAdams, Community HME
Barb O'Leary, Philips Respironics
Donna Smith, Home Care Medical
Gene Salisbury, Home Health United
Gene Engelhardt, Homecare Pharmacy
Ann Barrett, WAMES
and the WAMES Board of Directors

Wisconsin Association of Medical Equipment Services Exhibitors & Sponsors

A special thank you goes to our conference sponsors and exhibitors!
With their support, we are able to bring you this quality program of industry experts with valuable & new information.
Enjoy the show!

SPEAKER SPONSOR!

ACHC

Booth 25
Greg Stowell, Clinical Compliance Educator
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gstowell@achc.org
www.achc.org

Since 1986, ACHC has become synonymous with providing excellent customer service, integrity and value. Our Surveyors and Account Managers are friendly and helpful, ensuring you obtain the highest quality accreditation that helps you improve your business and provide excellent patient care. Visit us to learn more about the ACHC difference. *Thank you to ACHC for sponsoring Presenter Greg Stowell.*

***Airgas Puritan Medical**

WAMES ASSOCIATE MEMBER

Booth 22
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Booth #31
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mpd@airsep.com

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***American Midwest Sales Associates**

WAMES ASSOCIATE MEMBER

Booth #32
Brian Halick, Principle
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Cambridge, WI 53523
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bhalick@aol.com

Brian Halick and Ken Thunholm are the principles of American Midwest Sales Associates and now the newest members of WAMES. AMSA consist of a sales team that is well established in the industry and represent quality manufacturers for respiratory and durable medical equipment located in 13 midwestern states.

WAMES 2011 Annual Conference Exhibitors & Sponsors

W I S C O N S I N A S S O C I A T I O N O F M E D I C A L E Q U I P M E N T S E R V I C E S

*Aquila Corporation

WAMES ASSOCIATE MEMBER

Booth #06
Steve Kohlman, President
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The APK is a fully automatic battery operated pressure sore treatment cushion. Customizable to individual needs, it works on the same principle as alternating mattresses capable of completely offloading at the sore location while stimulating circulation throughout the posterior. Modular options include alternating back cushion, moisture control unit and remote control.

*Bemis Manufacturing Company

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Booth #33
Scott Thomson, Director Market & Business Development
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Bemis is a 110 year old global company headquartered in Sheboygan Falls, WI. Our HME related product lines include toilet seats, suction canisters and sharps containers. Our toilet seat offering features a product line of seats designed for people with mobility issues. For more information visit our website at www.bemismfg.com



*Brightree, LLC

WAMES ASSOCIATE MEMBER

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www.brightree.com

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Tom Kastory, WI Territory Business Manager
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BSN Medical is the leading manufacturer of Jobst, the #1 Physician Recommended compression garment, as well as FLA Orthopedics the premier OSG supplier to the WAMES dealer network. *Thank you to BSN Medical for sponsoring Presenter Pattie Kaczala.*

Covidien

Booth #28

Tom Bartlett, National Accounts Manager Homecare
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Covidien Homecare Respiratory Solutions is comprised of Puritan Bennett Ventilators, Nellcor Oximetry, Shiley Trachs, and DAR HME Filters. Covidien's homecare focuses on the home ventilator patient supporting a mobile and active life.

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Dalton Medical Corporation

Booth #09
Jim Lein, President
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DeVilbiss Healthcare

Booth #39
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www.devilbisshealthcare.com

DeVilbiss Healthcare is a global manufacturer and distributor of respiratory therapy products and has established a reputation for excellence, both for the products themselves and also the high quality after sales service. Working closely with commercial partners, clinical customers and private patients, DeVilbiss Healthcare continues to develop highly reliable quality products and services in the oxygen and aerosol therapy markets, as well as designing and manufacturing innovative products for the sleep therapy market.

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***DHC Healthcare**

WAMES ASSOCIATE MEMBER

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www.dikdrug.com

DHC HealthCare is a specialized home health care division within Dik Drug Company. It is comprised of a separate staff of highly trained sales and customer service personnel with expertise in home medical equipment and supplies sold through HME providers, pharmacies and other outlets. An important additional value added service is our ability to perform as a fulfillment service, shipping products directly to your customers. Contact us at sales@dikdrug.com for more information. *Thank you to DHC Healthcare for sponsoring the Tuesday Evening Bonfire.*

SPEAKER SPONSOR!

DMETRAIN

Booth #40
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West Springfield, MA 01089
877/872-4633 413-736-9800 fax
jon@dmetrain.com
www.dmetrain.com

DMETRAIN provides on-line education to employees in the HME industry. Over 400 courses keep your staff current on the latest equipment, regulations and requirements. DMETRAIN offers compliance, management, and many more business solutions. Courses also include FREE Continuing Education Units for your Respiratory Therapists, Fitters and Rehab Professionals. *Thank you to DMETRAIN for sponsoring presenter Frank Margulis.*

***Dr. Comfort**

WAMES ASSOCIATE MEMBER

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Davida Griffin, Manager, New Business Integration
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Mequon, WI 53092
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davidag@drcomfort.com

Dr. Comfort offers the finest quality, best looking diabetic footwear available. In addition, Dr. Comfort features a state-of-the-art pedorthic laboratory that offers custom inserts, toe fillers and various shoe modifications. Combining the best diabetic footwear...with exceptional customer service makes Dr. Comfort America's Premier Diabetic Footwear Brand.

***Drive Medical**

WAMES ASSOCIATE MEMBER

Booth #19
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www.drivemedical.com

Drive manufactures a complete line of durable medical equipment including products targeted to long term care, acute care and home health care markets.

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W I S C O N S I N A S S O C I A T I O N O F M E D I C A L E Q U I P M E N T S E R V I C E S

Enterprise Fleet Management

Booth #46

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Roscoe Medical, Inc.

Booth #29

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