



Winter News 2013



This Holiday season, J&L Medical Services would like to send a heartfelt "Thank You" and best wishes for a Happy and Healthy New Year.

This is such a special time of year! A time when we reflect on the past 12 months and give thanks for another successful year. We are very proud and honored to have celebrated the 10th Anniversary of our business. It would not be possible without our dedicated staff and the support and trust our referrals and customers have placed on us. We are very appreciative and hope that we have met and exceeded your expectations.

2013 was an exceptionally challenging year for J&L Medical Services in regards to regulatory changes. Despite such challenges, we continue to deliver exceptional patient care. We look forward to serving your needs in 2014.

Happy Holidays!
J&L Medical Services



Legislative Update

Sleep Apnea bill being signed into law

There is a new law in effect as of October 15th addressing concerns about sleep apnea and truckers. The bill passed the House on September 26th and was signed by President Obama on October 15th. The bill regulates sleep apnea screening, testing, and treatment of truckers and other commercial motor vehicle operators and forbids the issuing of any informal guidance on the subject. This not only affects truckers; the FAA is looking to also ground obese pilots until they are examined for OSA as well. Pilots with a BMI greater than 40 and a neck circumference of 17 inches or more will soon have to be tested for OSA before being allowed to fly. The pilots who exceed the BMI and neck circumference will be evaluated by a physician who is a board certified specialist. Once evaluated and diagnosed with OSA, they are expected to be treated before they can be medically certified.

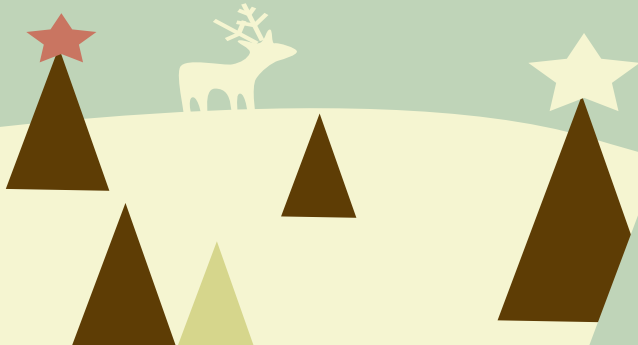
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New and improved website

- look up manuals & instructional videos
- browse product offerings
- mobile responsive design for easy use
- live-chat for help with products/insurance claims
- social integration so you can stay connected

www.jandlmedical.com



Medicare Update

Take PECOS seriously

PECOS is a database of physicians at Medicare. When a physician prescribes an item, such as home medical equipment or services, the PECOS system is checked to ensure the physician is on file. Physicians are required to enroll by Jan 6, 2014. If a physician isn't enrolled, claims will be denied regardless of the medical condition or coverage.

What does this mean for DME companies and patients? Any equipment ordered after January 6, 2014 by a physician not enrolled in PECOS will result in denial of coverage for the patient. Patients may not receive ordered equipment by their referring physician. Patients would be required to see an enrolled PECOS doctor in order to receive needed medical equipment. DME companies will also not receive payment by Medicare if equipment is dispensed.

To enroll please visit the PECOS website @ <http://www.getpecos.com>



What's New



J&L Medical to Offer New Treatment Option for Respiratory Patients

J&L Medical Services has long been the leader when it comes to offering new and innovative treatment options for respiratory patients. J&L Medical is now proud to offer the "Trilogy Ventilator" from Respironics as a new treatment option for patients that require invasive or non-invasive ventilation.

The Trilogy is a portable ventilator designed for use in the home, hospital, and alternative care sites and provides invasive and non-invasive ventilator support for both adult and pediatric patients. It weighs a mere 11 pounds and includes a 3-hour internal battery along with a 3-hour detachable battery.



The Trilogy has 3 modes of non-invasive ventilator therapy including CPAP, BIPAP, and AVAPS-AE. AVAPS-AE combines AVAPS, Auto EPAP, and Auto backup rate. AVAPS maintains a targeted tidal volume, Auto EPAP helps maintain airway patency, and Auto backup rate reduces air (breath) stacking by allowing patients flow to decelerate to zero before initiating another breath. This maintains a breath rate designed ultimately for patient comfort.

Please contact your J&L Medical Sales Representative for any questions regarding the Trilogy or to schedule an informative in-service.



Featured Recipe

Sugar-Free Pumpkin Pie



This recipe is sure to be a crowd pleaser! It's rich in fiber and low in carbs, calories and fat. With just 3 simple steps, it is as *easy as pie!*

Ingredients:

- 1 (9 inch) pie shell
- 1 egg
- 6 packets of artificial sweetener (your choice, test for desired sweetness)
- 1 tsp. pumpkin pie spice
- 1 cup pumpkin puree
- 1 cup evaporated milk



Recipe courtesy of diabeticconnect.com

Directions:

1. Preheat oven to 350 degrees F
2. In a medium bowl whisk together egg, sugar substitute, and pumpkin pie spice until well blended. Add pumpkin and milk to egg mixture, and stir until smooth. Pour mixture into pie shell.
3. Place pie on a baking sheet and bake in preheated oven for 30 minutes, or until set in center.

Seasonal Tips

As the Holidays approach...so does the opportunity for dangerous winter storms.

For those of us who are oxygen dependent, power outages can be life threatening. Last year, we experienced a storm that crippled our state, stranding many of us in our homes for several difficult days. Below are some tips and suggestions for our patients that are Oxygen dependent.

1. Make sure the Emergency cylinder is full. Be sure NOT to use your emergency cylinder for routine portability. It should be saved for use in the event of an emergency!
2. Have a few 50 feet of tubing and extra cannulas available.
3. Be sure that Homefill tanks are filled at all times! When you use one, fill it as soon as you return home.
4. Some power companies provide their patients priority service. Make your power company aware that you are Oxygen dependant.
5. Make a note as to how long each tank lasts, so you know how much time is available.
6. Consider purchasing a generator. Or, make note of family or friends that have access to one.
7. Keep the address and phone number of the nearest shelter close by, should power go out for a long period of time.
8. Have a support team in place: Friends, Neighbors ,or Family that are close by. People you can call, that are willing to lend a helping hand.

Call us if you have any questions or concerns. You can reach us toll-free @ 866-757-4991.





"As I left a patient's home this morning feeling extremely pleased and gratified with how we have impacted his life, I had to share his story."



Trish's Corner

This patient is in his early seventies and has been married to his wife for over fifty years. He has a history of heart disease and has been **diagnosed with COPD** ten years ago. To say that life has been a struggle for him would be an understatement. He has had knee surgery which has made it difficult for him to get around and he has also had two surgeries on his heart. He has gone to see his primary care physician and pulmonologist on a regular basis but stated that he constantly felt exhausted and sluggish. He communicated this to his physicians but his blood work and in office oximetry **always showed that everything was fine.**

At the beginning of October we received an order from his pulmonologist to perform an overnight oximetry for this patient. **This was a day that changed his life.** Overnight oximetry is a service that J & L provides that is able to give information to the physician as to how the patient is doing at night while they sleep. **We deliver an oximeter to the patient's home,** they sleep with the probe on their finger, it monitors their oxygen levels while they are sleeping and we provide those results back to the physician. Oxygen desaturation can put a patient at a higher risk for stroke and heart disease as well as many other conditions. It can also be a reason why a patient feels exhausted throughout the day.

The oximetry for this patient showed a substantial desaturation at night. In turn, his pulmonologist ordered him two liters of nocturnal oxygen. **The results for this patient after using just two liters of oxygen have been absolutely amazing.** As he was telling me of the **improvement in the quality of his life** he literally had to contain himself from jumping up and down. It was extremely heartwarming to see. He had not slept in the same bed as his wife in years because he was up and down so many times. He is now back in his room with his wife and states he sleeps better than he ever has. He also states that he has no problem keeping up with her now during the day. He goes shopping with her now and out to lunch which is something they have not been able to do in years. Although he does sometimes still take his "afternoon nap", he no longer feels sluggish and tired throughout the day. He stated over and over that he can't get over the change and **that he "feels like a new man"**. He wishes that J & L would have been able to intervene a long time ago. He thanked me over and over for making such a difference in his life. He also stated that **everyone that he has dealt with at J&L has been both professional and very helpful** as well.

I left this patient's home feeling extremely uplifted. It's amazing to me how just a little bit of oxygen at night can make such a profound impact in a patient's life. It is also **tremendously fulfilling** to know that **what we do on a daily basis is making such a difference.**

Employment at J&L Medical Services

J&L Medical Services is always looking to add talented and experienced individuals to our team. If you are interested in applying or inquiring about employment opportunities at J&L Medical Services, please email your resume to Gordon Worley at gworley@jandlmedical.com.



NOTICE: Watertown Ave. location is now closed. Visit our Middlebury location where many of our products are available.



Middlebury
199 Park Rd Extension, Suite A

Wethersfield
640 Silas Deane Highway

Fairfield
35 Kings Highway East

Torrington
1143 New Litchfield St., Unit D

West Springfield
201 Park Ave

OUR LOCATIONS