



Fall 2013 News



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Living in New England gives us such pleasure to witness all the changes that Fall gives us.

The trees once again have shown off their talents, our apples and pears are ripened and animals will scurry and get ready for what comes after Fall's wonders. At J&L Medical Services, we too are preparing. For it is the time to remember our devastating storms and the needs of our customers and community.

We felt proud as we worked closely with our Emergency and Crisis Centers to provide without hesitation the equipment that was needed for our patients as well as others. However, since July 1 this may be harder to accomplish. As Round 2 of competitive bidding has been implemented. Modifications to service levels are unfortunately becoming a reality.

J&L Medical Services is pleased to announce the launch of their new website!

As we embrace the new frontiers of information technology, our clients will now gain the benefit of access to the on-demand information they need.

Our **jandlmedical.com** website is now more useful than ever, allowing our customers to look up **manuals, instructional videos** and **product offerings** from any internet connected device. You will also have the ability to use our new **live-chat** feature to get assistance with products or insurance questions.

online library of to connect with us on Facebook to get updates on what's going on with J&L Medical Services in the virtual world.

Over the next few months we'll be expanding our products and resources, so stay tuned. Don't forget



The pressures of competitive bidding.

J&L Medical Services has seen the storm of change coming for many years. Medicare's new competitive bidding program has drastically changed the amount paid to suppliers for certain durable medical equipment, prosthetics, orthotics, and supplies (DMEPOS). In many cases, reimbursements have been reduced up to a staggering 50 percent. J&L Medical Services is under an extensive transformation to become even more efficient operationally, while offering the level of service excellence we've been known for spanning over a decade. In order to help our clients cope with these new pressures, we've reduced expenses, streamlined our operations and have worked diligently to keep our operating costs in check.

You can be confident that we have been working to ensure that we are ready for the storm that threatens all of us. Our operations center has employed a very skilled leadership team that will keep both our patients and referral sources educated in the new way of doing business.





What's Coming!



Written Orders Prior to Delivery

The Affordable Care Act authorizes CMS to require, for specified covered items, that payment may only be made if a physician has transmitted to the provider a written order for the item BEFORE delivery of the item. The ACA further states for certain items of DME, there must be a "face-to-face" encounter with the beneficiary within 6 months prior to the date of service. This "face-to-face" requirement has been extended, however, the active enforcement date has yet to be determined.

PECOS

Under the Affordable Care Act, only Medicare-enrolled physicians or eligible professionals may certify or order for Medicare beneficiaries such services as home-health, home medical equipment, etc. To be considered enrolled, they must have records in the Internet based Provider Enrollment, Chain and Ownership System. Not to do so will automatically reject claims based on orders from non-compliant physicians. In response to the nationwide uproar, the date for implementation has been pushed back to an undetermined date.

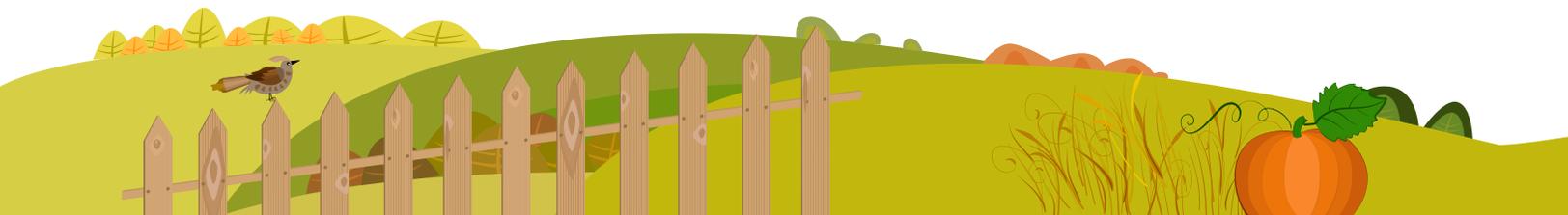
Legislative Update

OIG Agrees To Review Medicare Competitive Bidding Program

In a response to a request from two United States Senators, the Office of Inspector General (OIG) has agreed to review problems with Medicare's Competitive Bidding program. The OIG's mission is to protect the integrity of the Department of Health and Human Services programs as well as the health and welfare of program beneficiaries. The integrity of the program is in serious question as 29 "bid winners" awarded contracts to service Connecticut Medicare beneficiaries did not have a "Wholesaler of Drugs, Cosmetics, & Medical Devices" or a "Pharmacy License" as the program began on July 1, 2013, having their licenses active prior to March 30, 2012 was a requirement per Medicare's own rules.

Unfortunately, the OIG believes it will take a few months to report the findings of their investigation. This coupled with our Congressman and Senators debating a resolution to the government shutdown, will stall any quick changes to Medicare's Competitive Bidding program.

Even though J&L Medical Services was awarded and accepted more Medicare contracts than any other independently owned home medical equipment provider based in Connecticut, we acknowledge there are multiple flaws to the current system. If you are a Medicare beneficiary, caregiver, or medical professional who has been adversely affected by this program, we urge you to share your story with "People For Quality Care" Medicare complaint hotline at (800) 404-8702. With your permission they will share your complaint with Congress and patch your call to the congressional switchboard where you can ask your elected official to support bill H.R. 1717 the "Market Pricing Program." This bill, if passed, would stop the current program and replace it with a more reasonable and binding bidding program within 12 -18 months. Updates will be posted on our website at www.jandlmedical.com and communicated to the medical community by our sales representatives.





Featured Recipe

Butternut Squash Risotto with Rosemary

Recipe courtesy of Williams-Sonoma Kitchen.

Ingredients:

- 7 Tbs. unsalted butter
- 2 Tbs. minced fresh sage
- 6 cups vegetable or chicken stock
- 2 cups butternut squash puree
- 2 Tbs. olive oil
- 2/3 cup caramelized onions
- 2 cups Arborio rice
- 1 tsp. minced fresh rosemary
- 1/2 cup dry white wine
- 1/2 cup grated Parmigiano-Reggiano cheese
- Salt and pepper, to taste

Directions:

In a small saucepan over medium heat, melt 4 Tbs. of the butter. Add 1 Tbs. of the sage and heat until the butter browns. Strain the butter into a small bowl and discard the sage. Cover the bowl to keep the butter warm.

In a large saucepan over medium-high heat, whisk together the stock and squash puree. Bring just to a simmer, 8 to 10 minutes; maintain over low heat.

In a large saucepan or risotto pan over medium heat, warm the olive oil. Add the caramelized onions and rice and stir until the grains are well coated with the oil and are nearly translucent with a white dot in the center, about 3 minutes. Stir in the remaining 1 Tbs. sage and the rosemary. Add the wine and stir until it is absorbed.

Add the simmering stock mixture a ladleful at a time, stirring frequently after each addition. Wait until the stock is almost completely absorbed before adding more.

When the rice is tender to the bite but slightly firm in the center and looks creamy, after about 30 minutes, stir in the remaining 3 Tbs. butter, the cheese, salt and pepper. Add more stock if needed so the rice is thick and creamy. Let stand for 2 minutes. Drizzle with the reserved sage butter and serve immediately. Serves 6.



Seasonal Tips



Daylight Savings: Turn your clocks back on November 3rd

Fun Fact: Do you know how "daylight savings" came about? Benjamin Franklin was apparently the first person to suggest the concept of daylight savings, according to computer scientist David Prerau. While serving as U.S. ambassador to France in Paris, Franklin wrote of being awakened at 6 a.m. and realizing, to his surprise, that the sun would rise far earlier than he usually did.

"Early to bed and early to rise."

-Benjamin Franklin



"Imagine the resources that might be saved if he and others rose before noon and burned less midnight oil," Franklin, tongue half in cheek, wrote to a newspaper.

Be prepared! Use our Emergency Preparedness Checklist

A list of emergency numbers to include family members, your town's local shelter and Emergency Medical Services	An adequate supply of medication and other medical supplies
A land line phone that does not require power to function (a cordless phone will not function during power loss)	A supply of non-perishable food and water
Your cell phone charged and cell phone car charger	Flashlights and spare batteries (at the bedside and other accessible locations)
A first aid kit	A battery powered radio

What's in place

Affiliations & Memberships

J&L Medical Services is recognized by Medicare to meet the home medical equipment needs of seniors and we also meet all 30 Medicare Supplier Standards. In addition, J&L Medical Services understands the value of being active members with affiliations to the home medical equipment industry and our community. It is through these memberships we are able to gain access to a diverse knowledge base, additional educational resources, and networking opportunities.



Our Equipment

At J&L Medical Services we strive to provide our patients with the most advanced and reliable medical equipment to meet their needs in the home. Our patients and referrals will find everything from our oxygen concentrators, with built in oxygen sensors to detect and monitor the purity of the oxygen coming from the concentrator, to our CPAP's with auto positive airway pressure features will far exceed what most HME companies offer. In addition, our clinical team is trained to tailor the ambulatory oxygen needs of our patients to the various systems offered by

J&L Medical Services. Our goal is to keep our oxygen dependent patients active and on the move so there is a limited impact on their activities of daily living!

The J&L Difference: Our Service Department

J&L Medical Services boasts one of the most knowledgeable and experienced Service Departments in the business. Offering the most advanced equipment on the market, we strive to provide our customers and referrals the highest level of customer service. Complete with pride, respect and sensitivity. J&L Medical Services aspires to make life a little easier...from our doorstep to yours.



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