



**“It was the best of times,  
it was the worst of  
times”**

...was Charles Dickens first line in "The Tale of Two Cities." Dickens ends that sentence with, "it was the age of wisdom and the age of foolishness." In this edition of our newsletter you will learn why we can apply that sentiment to today's times. This newsletter is not about endings, but about beginnings and the continuous evolution to meet the needs of our customers. An exhilarating and challenging process that can only be met by a company that is attentive to the changing landscape.

In the following pages we will explain the threat of "Competitive Bidding" to Durable Medical Equipment Companies and the way J&L Medical Services will strategize through this process. We will tell you about our expansion plans and the change of focus in the retail stores. We will also take a bow and boast a bit about our 10 years in business. We will reflect on these years and the impact we have had on our community, customers, and ourselves.

## 10 YRS of Growth! >



J&L Medical Services is proud to announce that we achieved an outstanding Joint Commission Survey in June 2013. A huge "thank you" to all the J&L staff who, as a team, provide superior patient care.



Best Respiratory Provider

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## Legislative Update



### J&L Awarded Multiple Medicare Competitive Bidding Contracts; Positioned Well For Future Growth

J&L Medical Services is pleased to announce we were awarded and accepted more Medicare contracts than any other independently owned home medical equipment provider based in Connecticut. What that means for you: J&L's extensive products and service offerings will allow you the best opportunity to discharge patients to a quality driven business across multiple product categories with a single phone call. For example, if a Medicare beneficiary requires home oxygen, a hospital bed, and a wheelchair upon discharge, J&L Medical Services is the only Connecticut based independent provider that you can contact to deliver all three pieces of equipment. This could potentially make discharges far more efficient compared to calling three individual companies to supply the equipment. Utilization of "competitive bidding award winners" is scheduled to begin July 1, 2013.

J&L Medical Services has been proactively becoming more educated on the bidding process over the last six years. We are confident to have a subcontracting agreement in place with a reputable out of state bid winner to provide services for the few contracts we were not awarded. Countless hours speaking to industry experts, reading books on auction theory, and attending educational seminars have paid off.

As this goes to print, two legislative bills have been introduced to Congress. First, H.R. 2375, the "Transparency Accountability in Medicare Bidding Act of 2013" would delay the implementation of round 2 of Competitive Bidding from July 1, 2013 to December 31, 2013. It is important to note that this bill can get passed after the program has begun.

Second, H.R. 1717, a legislative bill named the "Market Pricing Program" has been introduced to Congress and already has 132 cosponsors. This bill would change the structure of the bidding program and result in a re-bid in 12 - 18 months. Updates will be posted on our website; [www.jandlmedical.com](http://www.jandlmedical.com) and communicated to the medical community by our sales representatives. (Legislative updates change daily. The information presented may vary.)

## Featured Recipe

### Roasted Corn with Basil-Shallot Vinaigrette

#### Ingredients:

3 cups fresh corn kernels  
 2 tablespoons extra-virgin olive oil  
 1/4 cup chopped fresh basil  
 1 tablespoon red-wine vinegar  
 1/4 teaspoon salt  
 Freshly ground pepper, to taste  
 1 tablespoon minced shallot

#### Directions:

Preheat oven to 450°F. Toss corn & oil to coat & spread on a large baking sheet. Bake, stirring once, until some kernels begin to brown, about 20 minutes. Combine basil, shallot, vinegar, salt & pepper in a medium bowl. Add the corn; toss to coat. Serve warm or cold.



Recipe courtesy of [www.eatingwell.com](http://www.eatingwell.com). Nutrition per 1/2 cup serving: 165 calories; 8 g fat (1 g sat, 6 g mono); 0 mg cholesterol; 23 g carbohydrates; 0 g added sugars; 4 g protein; 3 g fiber; 163 mg sodium; 332 mg potassium.



# Emergency Prep



## Plan Ahead for Emergency Situations



As we head into the warm, sunny days of summer, it is easy to forget the winter storms and hurricanes left behind in the previous months. Thoughts of severe weather and other conditions restricting us to our homes are just a memory as we begin to enjoy the leisure time of spring and summer. Actually, now is the best time to consider preparing for weather emergencies and possible extended power loss. Having a plan and being prepared well in advance are a vital part of you and your families emergency procedures.

**be prepared!**

Register with at [ctalert@ct.gov](mailto:ctalert@ct.gov) to receive urgent info through the emergency notification system.



Plan on how you will continue necessary medical treatments such as oxygen and sleep therapy. Know how to operate emergency back-up oxygen systems and know how long your current supply of oxygen will last. If you are unable to rest comfortably or require your CPAP or BiPAP unit for medical reasons, have a battery back up in place and know how to use it.

You should also develop a contingency plan in the event of an extended power loss. Lack of heat or power required to power vital medical equipment may make remaining in your home impossible due to the risk of your health. Know the location of your town's emergency shelter and make a plan as to how you will get there if it becomes necessary. Plan to reach out to family and friends unaffected by power loss as an alternative.

A bit of prior planning will provide peace of mind and ensures your safety in an emergency. When the leaves begin to change and the chill returns to the air, you'll be glad you took the time now.

## 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



## New Locations



### J&L Medical Services Expands into MA!!

J&L Medical Services is excited to announce the opening of our West Springfield, MA location located at 201 Park Ave. This location will provide respiratory services to the Hampden and Hampshire Counties. We will focus on our core of excellence by offering home oxygen therapy and sleep disorder breathing services to patients and referrals in this market. This is J&L Medical Services first expansion outside the Connecticut borders and we look forward to providing the same level of service offered to our Connecticut patients to our neighbors up north.

### J&L Medical Services Opens New Location in Torrington!!

J&L Medical Services is proud to announce its opening of a new location on 1143 New Litchfield St in Torrington. The location will be offering the newest home oxygen therapy and sleep apnea equipment. At the location, a respiratory therapist will be working with patients affected with sleep disordered breathing and will offer their expertise to have them better understand their disorder/therapy and will help guide them to compliance. The location will also have the latest home oxygen therapy equipment on display for patients/medical professionals to stop in and evaluate. There are many options for portable oxygen devices that are now available to patients that they may not be aware of. We are very happy to be part of the Torrington community.

## Retail Update



### 199 Park Rd. Ext. Suite A, Middlebury

June 28th will be the last day of operation at the Watertown Avenue (Waterbury) retail branch. We are moving that operation to our Middlebury site located at 199 Park Road Extension, Suite A. With this change, **we will no longer provide the following products/services:**

- Mastectomy
- Fittings for new stocking orders (We will continue fill orders for existing patients)
- Orthopedic braces or support items.

We will continue to offer Lift Chairs, Power Wheel Chairs, Scooters, and miscellaneous DME at our Middlebury office. We hope that this change does not come at an inconvenience to you.

If assistance is needed, the Customer Service Team at J&L Medical Services has a list of providers available in the area for discontinued items or services. We greatly appreciate your support over the past 5 years and look forward to servicing your Home Medical needs from our Middlebury branch as well as our branches in Wethersfield, Fairfield, Torrington and West Springfield.

199 Park Rd Extension, Suite A  
Middlebury, CT 06762

640 Silas Deane Highway  
Wethersfield, CT 06109

35 Kings Highway East  
Fairfield, CT 06825

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