



Established in 1936 as an independent community pharmacy, BLACKBURN'S has grown into a leading provider of home healthcare products, encompassing all levels of medical equipment. Accredited through The Joint Commission since 1995, BLACKBURN'S services Western Pennsylvania, Northern West Virginia, Eastern Ohio and Western New York.

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www.blackburnsmed.com

pharmacy services ● medical supplies ● dme/rehab  
bariatric dme/support surfaces ● respiratory

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**BLACKBURN'S**  
301 Corbet Street  
Tarentum, PA 15084

*Helping People Live Life Better!*



Accredited Since 1995

## Calendar of Events

### EDUCATIONAL IN-SERVICES

Sponsored by BLACKBURN'S

Tailored to accommodate your schedule and meet the needs of your practice, department or facility, BLACKBURN'S has a full array of in-services available to keep you and your staff informed regarding Medicare guidelines, product updates and other timely topics.

### SAVE BIG ON HOME ACCESSIBILITY PRODUCTS

BLACKBURN'S is offering for a limited time money saving coupons on specific home accessibility products and personal safety aids. The discount coupons are available on Pride Lift Chairs, Sterling Stair Lifts, PVI Portable Ramps, and personal safety monitors. Contact BLACKBURN'S Joe Novosat at (724) 224-9100 ext:1287 to learn more about the products and discounts.

Discount coupons expire on May 30, 2010.  
Valid on cash sales only.

Make your home safe and accessible with quality mobility products from BLACKBURN'S.



Accredited Since 1995

*News Script* for physicians & healthcare professionals  
**WINTER 2010**

### CMS POSTPONES PECOS TO JANUARY 3, 2011...WHY?

Centers for Medicare and Medicaid Services (CMS) announced it will delay until January 3, 2011 the provider enrollment requirements under the Provider Enrollment, Chain and Ownership System (PECOS). Facing overwhelming enrollment problems, CMS recognized that it was unable to implement PECOS on the scheduled implementation date of April 5, 2010.

AAHomecare has been working closely with CMS to raise awareness about troubling aspects of the program since the issue first arose in October 2009. AAHomecare met with senior CMS officials repeatedly to raise concerns about how this program would adversely affect Medicare HME providers and patients. In a formal letter to CMS, the Association also requested a lengthy delay so patient access to homecare would continue and provider cash flow would not evaporate when the program was implemented on January 5, 2010 – the date for PECOS implementation before the first postponement.

The Association also reached out to the American Medical Association (AMA) and the physician community to work cooperatively in order to obtain a delay in the program. An AMA representative said, "We are getting plenty of calls and emails from physicians saying they are not able to get through to customer service lines like PECOS if they have a question. There are long wait times to get through and general problems getting applications processed." CMS stated and plans to send a letter to all physicians who last enrolled more than six years ago to remind them to **re-enroll** in PECOS. The agency also said providers will continue to receive informational messages on PECOS, and CMS will make updates to the physician records periodically.

While the PECOS program has been delayed, HME providers will continue to see warnings on their claims because the PECOS enrollment process will continue. AAHomecare will push CMS to publicize PECOS requirements with physicians similar to the way it handled the National Provider Identifier (NPI) number issue. During the NPI start-up process, CMS was sending out public announcements several times each week.

**Starting January 3, 2011, Medicare will only pay for DMEPOS if prescribed by a Medicare qualifying physician.**

For physicians and non-physician practitioners, enrollment must be completed and certified using Internet-based PECOS at <https://pecos.cms.hhs.gov/pecos/login.do>. Physicians and non-physician practitioners are urged to enroll as soon as possible to ensure they have ample time to process the applications. Follow the instructions provided and submit the electronic enrollment application via Internet-based PECOS. Print, sign and date the two page Certification Statement for each enrollment application submitted and mail the Certification Statement and all supporting paper documentation to the Medicare contractor within seven days of electronic submission. Note: A Medicare contractor will not process an Internet enrollment application without the signed and dated Certification Statement. In addition, the effective date of filing an enrollment application is the date the Medicare contractor receives the signed Certification Statement that is associated with the Internet submission.

The Certification Statement must be signed by the physician or non-physician practitioner enrolling or making changes to enrollment information. Signatures must be original and in ink (blue ink recommended). Copied or stamped signatures will not be accepted.

Any questions please contact the Centers for Medicare & Medicaid Services (CMS) External User Services (EUS) Help Desk at 1-866-484-8049 or [EUSsupport@cgi.com](mailto:EUSsupport@cgi.com).

Source: American Association for Homecare (AAHomecare); PECOS Delayed, CMS Postpones PECOS published on February 17, 2010. Visit AAHomecare for more industry-related news at [www.aahomecare.org](http://www.aahomecare.org).

www.blackburnsmed.com

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BLACKBURN'S Erie office is pleased to announce the arrival of Dr. Comfort Diabetic Footwear! Dr. Comfort offers several styles from casual to dress, even hiking boots! Stop in to view the wide variety we have on display!

The Erie office has four Certified Technicians on staff to fit patients and provide them with custom fitted, quality footwear needed to assist them in caring for their diabetes.

Most insurance guidelines state that a patient must have a diagnosis of diabetes and one or more of the following: previous amputation of part of either foot, history of foot ulceration, peripheral neuropathy with evidence of callus formation, foot deformity and/or poor circulation. Qualifying patients are entitled to one pair of shoes and three pairs of inserts per year.

If you have patients in need of diabetic shoes, write them a prescription, have them call BLACKBURN'S for an appointment. Our Certified Technicians will assist in selection and fitting for their new Dr. Comfort diabetic footwear.



**BLACKBURN'S Erie Office**

308 East Sixth Street  
Erie, PA 16507

Phone: (814) 454-2863  
Fax: (814) 454-2706

**Hours of Operation**

Monday – Friday 8:00am – 5:00pm  
Saturday & Sunday Closed

**TRANSFER PATIENTS IN A SAFE MANNER WITH GET-U-UP™ HYDRAULIC STAND-UP LIFT**

**Get-U-Up™ Lift**



Comfortable and secure, the Invacare Get-U-Up™ Stand-up Lift is the answer to your patient transfer needs. Its ergonomic styling and maneuverability make this product ideal for everyday patient transfers.

The Get-U-Up™ Stand-up Lift helps ensure caregiver security and patient peace of mind. Ideal for use with partial weight-bearing patients as well as those needing rehabilitation support, this lift offers safety, comfort and stability.

**FEATURES**

- Multi-function slings allow for quick toileting, stand-assist or full-support seated transfer
- Retractable, non-slip footplate provides stable base for transfer
- Under-bed clearance of 4.5" allows accessibility to most homecare-style beds
- Adapts to a wide range of body sizes and shapes, supports up to 350#

To schedule an in-service and demonstration on the Get-U-Up™ Stand-up Lift and/or other patient lifts, sling options, and insurance coverage guidelines, please contact:

Bill Miller, Rehab Marketing Representative/Continuing Education  
Phone: (724) 224-9100 ext: 1266 or via email [bill.miller@blackburnsmed.com](mailto:bill.miller@blackburnsmed.com)

**HELPFUL TIP - MANUAL WHEELCHAIR WHEEL LOCK MAINTENANCE**

Regular maintenance to wheel locks is **crucial** to patient safety and helps to prevent needless accidents during transfers. Medicare and various other insurance companies **will not** compensate a service provider, like BLACKBURN'S, to perform basic maintenance or simple adjustments to wheelchairs.

The beneficiary, caretaker, family member or friend is expected to keep certain components in good daily working order. This includes tightening your wheel locks periodically.

**Reasons for wheel locks not working**

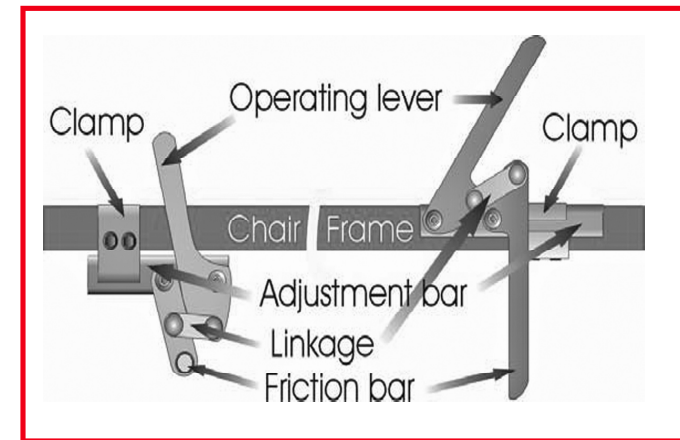
- Pneumatic tires deflated
- Worn down solid tires
- Worn friction bar on lock
- Axle position adjusted
- New wheels and / or tires
- Wheel lock linkage sloppy

**Solution**

- Inflate tires, recommended pressure marked on the tire wall
- Replace tires and /or adjust wheel lock position
- Adjust wheel lock position
- Adjust wheel lock position
- Adjust wheel lock position
- Adjust linkage tension

The following instructions are to be used as a guideline. Please check your wheelchair manufacturer's manual for more details on proper maintenance.

**Adjusting wheel lock position**



1. Apply the wheel lock using the operating lever and determine how far the friction bar needs to move.
2. Release the wheel lock.
3. Loosen both bolts securing the clamp to the chair frame.
4. Slide the adjustment bar the appropriate amount.
5. Tighten the bolts.
6. Apply the wheel lock.
7. Check to make sure the wheel doesn't rotate and the chair user can operate it. If wheel moves when lock is engaged REPEAT adjustment from step 1 until wheel does NOT move.

**Tools Required:** SUNRISE MEDICAL Manual Wheelchairs require a 3/16" Allen Wrench and all other Manual Wheelchairs require a 7/16" Socket or Open Ended Wrench.

It is strongly recommended you check the manual wheelchair's wheel locks every month. If you have any questions concerning simple wheel lock maintenance, contact a BLACKBURN'S Service Center near you. We can also schedule an in-service with your facility to demonstrate proper wheel lock maintenance.

**Pittsburgh – Region**

Service Center  
800-472-2440

**Erie – Region**

Service Center  
800-328-9325