

# BLACKBURN'S

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 regions of Pennsylvania, Ohio, New York and West Virginia.

## Corporate Headquarters

Showroom/Pharmacy  
301 Corbet Street  
Tarentum, PA 15084  
800-472-2440  
724-224-9124 (fax)

## Erie

Showroom  
308 East Sixth Street  
Erie, PA 16507  
800-328-9325  
814-454-2706 (fax)

## Cranberry Township

Showroom  
83 Dutilh Road  
Cranberry Township, PA 16066  
724-776-0600  
724-776-0601 (fax)

## Buffalo

Showroom  
4114 Union Road  
Cheektowaga, NY 14225  
877-472-0192  
716-688-9193 (fax)

## Rochester

Institutional Sales  
300 Air Park Drive, Ste 60  
Rochester, NY 14624  
800-372-7749  
800-372-7812 (fax)

[www.blackburnsmed.com](http://www.blackburnsmed.com)

pharmacy services ● medical supplies ● dme/rehab  
support surfaces ● home accessibility ● respiratory

News Script is a publication of BLACKBURN'S

## Calendar of Events

### 9th ANNUAL CHRONIC WOUND CONFERENCE

Sponsored by Allegheny General Hospital  
Advanced Wound Healing & Lymphedema Center

**Date:** Thursday, November 8, 2012  
**Location:** Sheraton Four Points North Pittsburgh  
Mars, Pennsylvania

Wound care practitioners will have the opportunity to join together to increase their knowledge and learn from the best and brightest in the field. This day-long conference is geared for every discipline, whether a wound care novice, expert, or "Wound Care Superstar" in the making.

To register please visit [www.aghcme.org](http://www.aghcme.org) select *Course Schedule* from the left menu and scroll down to locate the conference.

For questions concerning the conference, please contact Continuing Medical Education office by e-mail: [cjackel@wpahs.org](mailto:cjackel@wpahs.org) or by calling (412) 359-4952.

# BLACKBURN'S

## News Script

for physicians & healthcare professionals

FALL 2012



## WOUND CARE MANAGEMENT JUST GOT EASIER... WITH BLACKBURN'S AND QUICKROUNDS™ (Specifically for Skilled and Long-Term Care Facilities)

QuickRounds™ Wound Site Management Software provides the healthcare professional with an easy to use, bedside documentation tool that will dramatically reduce the time required to collect information and order appropriate products for your wound care patients. It also offers a patented Reimbursement Advisor™, a tool that helps guide medical staff in choosing the approved dressing types and allowable quantities for staged and surgical wounds.

This Windows® based application stores and archives all patient wound sites and associated information as well as places "guided" product order taking into account current insurance reimbursement guidelines. Patient information, advisement and product ordering are all handled in a single application. A companion, web-based tool allows remote access of all records.

### SAVE MONEY



- Cut dressing costs by as much as 70%
- Patented Reimbursement Advisor guides the medical team through selecting the correct dressing types and allowable quantities for reimbursement

### REDUCE TIME



- Cut documentation time in half
- Charting and record keeping consistency from unit to unit
- Print all charting materials in just seconds
- Dressing orders are automatically sent to BLACKBURN'S
- Complete package of reports including: financial, heal time, historical and custom
- Application allows documentation at bedside or it can be used at any nursing station
- Web access allows you to view data from your corporate office

### IMPROVE HEAL TIME



- Access treatments and wounds more effectively by reviewing on-screen historical data
- Documentation can be shared with the entire medical team
- Addresses all aspects of wound healing including: nutrition, pressure relief, and protection

### PROVEN RESULTS

Developed by Global Health Products, Inc, QuickRounds™ is a patented guide that assists your medical staff in selecting the proper dressings that are reimbursed. As the exclusive regional provider of QuickRounds™, BLACKBURN'S will help refine inventory and order management which benefits the nursing staff and reduces costs for the facility.

This web-based software + ordering system will eliminate inventory of expensive dressings and improve the cash flow of the facility.

Visit QuickRounds™ website for an online demonstration  
[www.quickrounds.net](http://www.quickrounds.net)



### To schedule an inservice of QuickRounds™, contact:

#### Tarentum

Anne Malfi-Korpela  
800-472-2440 ext. 1223  
[anne.malfi@blackburnsmed.com](mailto:anne.malfi@blackburnsmed.com)

#### Erie

Renae Dawley  
800-328-9325 ext. 2612  
[renae.dawley@blackburnsmed.com](mailto:renae.dawley@blackburnsmed.com)



Accredited by  
The Joint Commission  
Since 1995



BLACKBURN'S announces our new online product catalog for referral sources, caregivers and customers. From our website, [www.blackburnsmed.com](http://www.blackburnsmed.com), the online catalog will help you become more familiar with the home medical equipment and various supplies available.

The online catalog is offered as a guide to help you choose those products best suited for your situation – whether you are the patient or the caregiver.

Please be aware that all products available from BLACKBURN'S may not be shown online. Additionally, certain product illustrations are a representative of available products. BLACKBURN'S will continue to update the catalog with new products and services.

If you're unable to find a specific product or service, our customer service representatives will help you find the best product.

Call our toll-free number and speak to a representative today.

**800-472-2440**

**Customer Service Hours**

Monday thru Friday  
9:00am - 5:30pm (Eastern Standard Time)  
Closed Saturday & Sunday



**BLACKBURN'S OFFER PURCHASING SOLUTIONS**

After spending time at numerous facilities it seems that there is a common denominator among those in ordering/purchasing. The denominator is frustration and unreliability concerning the weekly and monthly delivery of disposable supplies. If you are responsible for this at your facility, chances are you are constantly attempting to balance patient care with efficiency and cost effectiveness. At BLACKBURN'S we provide solutions for your ordering/purchasing department. We believe you should not have to choose between efficiency and quality patient care. Some are not aware that we have a dedicated department whose sole purpose is the intake and distribution of supplies for facilities. We provide rosters that are item specific to make ordering both quick and thorough.

**Highlights**

- ▣ Custom resupply roster/order form per facility
- ▣ Customer service liaison dedicated to your facility
- ▣ Scheduled weekly delivery times
- ▣ Clinical staff on site (RRTs, CWONs, RNs)
- ▣ 24 hour on call service
- ▣ Document assistance
- ▣ Education and in-servicing for facility staff on all available products and services
- ▣ Internal compliance program



Our goal is to use our knowledge, service and dedication to make your job easier. At BLACKBURN'S we are large enough to be cost competitive with national companies, yet small enough to tailor our business model to your precise needs. We are fully committed and proven to make the task of ordering/purchasing more streamlined and efficient for the facility or referral sources while helping to deliver the highest quality of care for patients. Please allow BLACKBURN'S to provide solutions for you.

For more details on in-services, contact Jeff Rukas, Manager  
Call 724-224-9100 ext: 1251 or email: [jeff.rukas@blackburnsmed.com](mailto:jeff.rukas@blackburnsmed.com)



**NEW PRODUCT...Duet Rollator/Transport Chair**

Manufactured by Drive Medical, the Duet Rollator/Transport Chair provides a safe mobility device enabling the individual to ambulate independently or be pushed safely by a caregiver. Traditional rollators are excellent mobility devices for the right individual. Pushing a seated occupant in a traditional rollator is not recommended and serious injuries can happen due to falls. Simply put...traditional rollators are not designed to be a transport chair.

The new Duet Rollator/Transport Chair by Drive Medical is the ideal solution for the individual capable of ambulating independently with a rollator or periodically is pushed safely by a caregiver. Lightweight and easy to store in the trunk of a small vehicle...the Duet is a great alternative to the traditional rollator.

As with any mobility device, have the individual visit their primary physician for a mobility assessment. The physician will make the determination what mobility device is best suited for the individual's ambulatory limitations.

**PRODUCT SUMMARY**

- ▣ Combines the features of a rollator or transport chair in one unit. An individual can ambulate independently or be pushed safely by a caregiver.
- ▣ The Duet has locking flip up armrests and a flip down footrest to aid the user while the Duet is used in the transport chair mode. A safety lock release is used to store the arms and a Velcro strap is used to store the footrest while using the Duet for ambulation.
- ▣ The tool-free two-position contoured padded backrest is reversible depending on whether you are using the Duet in an ambulatory or transport chair mode.
- ▣ Comfortable padded seat with a large under seat pouch for safe storage of personal items. Inside the pouch is a handle to aid with the folding.
- ▣ The folding frame has a lock out feature to insure the unit stays open while in use and insures the unit will stay folded during transport.
- ▣ 8 inch casters are used for indoor and outdoor use.
- ▣ Handles are adjustable in height.
- ▣ Limited Lifetime Warranty.

**The Duet Rollator/Transport Chair is available at a BLACKBURN'S showroom near you.**



Works like a rollator...



Converts to a transport chair

**Rollator and Transport Chair...  
in 1 Product**