



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

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

News Script is a publication of BLACKBURN'S

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.

Contact Randy Prunty at (724) 224-9100 Ext: 1226 to learn more.



News Script for physicians & healthcare professionals

SPRING 2012



MEDICAL ASSISTANCE EXCEPTIONAL DURABLE MEDICAL EQUIPMENT GRANT (LONG-TERM & SKILLED FACILITIES)

The Pennsylvania Office of Medical Assistance Programs (Department) has established a special grant that applies to all county, general, hospital-based, and special rehabilitation skilled nursing facilities enrolled in the Medical Assistance (MA) Program. The Department recognizes, in some situations, a nursing facility's obligation to provide appropriate and necessary services to an MA resident. This may require the facility to obtain certain durable medical equipment (DME) that is unusual, expensive and extraordinary. Examples are complex manual or power wheelchairs, seating and positioning devices, bariatric specialty beds, etc.

An Exceptional DME Grant authorizes additional payments to the enrolled MA nursing facilities to ensure that the MA resident receives the extraordinary equipment they need.

ELIGIBILITY AND SERVICES

The MA Program accepts requests for Exceptional DME from enrolled facilities for MA eligible residents. In order for a DME item to qualify as "Exceptional DME" it must satisfy two conditions:

- 1) The acquisition cost must equal or exceed the minimum acquisition cost threshold set by the Department which is \$5,000.00 and
- 2) The DME item must be "Specially Adapted DME" or specifically customized for use by the MA eligible resident only.



HOW TO PREPARE AND SUBMIT A REQUEST

To receive an Exceptional DME Grant, the nursing facility must prepare and submit a written request on forms MA 97 and MA 97LTC. The forms must be completed and submitted in accordance with all applicable instructions designated by the Department. The prescribing physician and nursing facility are responsible to complete and sign sections of the appropriate forms before submitting the completed package to PA/1150 Waiver Services in Harrisburg for review and approval of request.

BLACKBURN'S...CONTRACTED MA PROVIDER

The Office of Medical Assistance Programs are under agreement with qualified providers like BLACKBURN'S to provide the specific services covered under the MA 97 waiver.

If you have an eligible MA patient, contact BLACKBURN'S Rehab Department at a location near you. Our professional customer service representatives will assist in completing the forms, obtaining the correct paperwork, signatures, etc. BLACKBURN'S is available every step of the way.

In the event your facility has questions on eligibility and submission of MA 97 requests, BLACKBURN'S is available to conduct in-services with facility staff. To schedule an in-service ask our customer service representative.

For help with your MA Exceptional DME Grants,
contact BLACKBURN'S Rehab Departments

Tarentum 800-472-2440

Erie 800-328-9325



Accredited by
The Joint Commission
Since 1995

As a patient's mobility capabilities change due to health condition or age, their life-long home can become a tremendous obstacle. The typical American home is not designed for mobility patients and other patients groups. BLACKBURN'S home accessibility division was introduced over two years ago to help patients in these groups stay in their homes with adaptive equipment.

BLACKBURN'S offers "free" home evaluations with the patient and caregiver. The home evaluation is a comprehensive review of all areas of the home. Ramps & slopes, parking areas, bedrooms, bathrooms, hallways, doors, and stairs are part of the evaluation. At completion, our representative will determine which home access device is best for the patient. Special attention is given to the patient's health condition, mobility limitations and available space in and around the home.

BLACKBURN'S home accessibility products address many of the common obstacles in and around the home. Our goal is to offer products that meet your life style needs that improve the quality of daily living in the home or a vehicle.

Patient Lifts

Bath Lifts

Portable & Modular Ramps

Vehicle Scooter Ramps

Stair Lifts

Chair Lifts

To schedule a home evaluation on BLACKBURN'S line of home accessibility products, call our customer service department near you.

Tarentum 800-472-2440

Erie 800-328-9325

Buffalo, NY 877-472-0192

EDUCATIONAL IN-SERVICES FOR HEALTHCARE PROFESSIONALS

BLACKBURN'S is acutely aware that policy and coverage changes as well as innovations in technology must not only be taught to our staff, but also communicated to you...our valued referral sources. We've had a long tradition of sharing what we know through a series of educational in-services. They are specifically designed to enhance product knowledge, maintain compliance through understanding guidelines and expedite the ordering process.

Some of our educational programs include:

- Medicare Power Mobility Qualifications and Documentation Guidelines
- Wound Care Products to Promote Healing
- Caring for the Ostomate
- Trilogy Ventilator
- Institutional Third-party Billing

BLACKBURN'S will tailor programs to meet your specific needs, spanning all of our business segments: Pharmacy, Medical Supplies, Standard and Complex Rehab Equipment, Bariatric DME, Support Surfaces, Home Accessibility Aids or Respiratory Services. The healthcare industry is dynamic and ever changing. Let us know how we can assist you in educating your staff. Don't base today's ordering protocols on yesterday's information.

For more details on in-services, contact Randy Prunty, Business Development Manager 800-472-2440 ext 1226 or email: randy.prunty@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

Solution

Pneumatic tires deflated

Inflate tires, recommended pressure marked on the tire

Worn down solid tires

Replace tires and/or adjust wheel lock position

Worn friction bar on lock

Adjust wheel lock position

Axle position adjusted

Adjust wheel lock position

New wheels and/or tires

Adjust wheel lock position

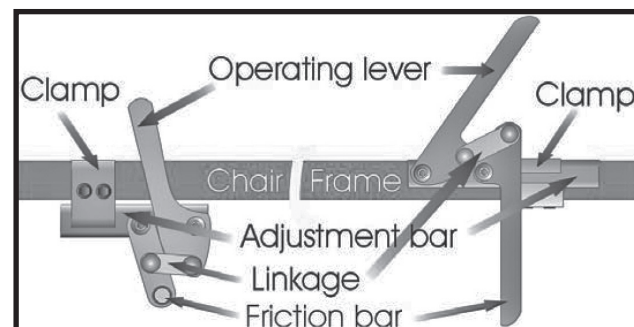
Wheel lock linkage sloppy

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 the wheel moves when lock is engaged REPEAT adjustment from step 1 until the 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 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.

Service Center Locations

Tarentum 800-472-2440
Erie 800-328-9325
Buffalo, NY 877-472-0192

