



HME News *Published October 2004*

## **HME Excellence Awards**

Meet the industry's best providers

YARMOUTH, Maine - From 18 employees to more than 1000, from New England to Washington, and from North Dakota to Georgia, we give you the finalists of the 2004 HME Excellence Awards.

As you read this announcement, our three judges are weighing the various dimensions of each of the finalists named below to determine who deserves designation as the Best HME Provider, the Best Rehab Supplier and the Best Respiratory Supplier in the United States.

The selection process is rigorous. It begins in Melbourne Fla., where The Weeks Group examines an individual company's accounts receivable, accounts payable, sales, costs of sales and inventory balances to develop a score. For the purposes of these awards, being the best means your company is enviably profitable.

The judges then examine each finalist's community involvement, quality control, staffing and marketing. They are reading letters from referral sources and beneficiaries and evaluating the relative merits of each company's outreach activity. If you win this award, there's no question that your company is top-notch.

**Our judges this year are** Tim Pontius, the incoming chairman of AAHomecare and president of Young Medical Equipment in Toledo, Ohio; **Rick Glass, president of Steven Richards & Associates, a mergers and acquisition firm based in Tarpon Spring Fla.;** and Steve Burman, the former owner of Burman's Home Health Care in Brookhaven, Pa.

At Medtrade's Kick-Off Event/HME Excellence Awards ceremony, we'll announce our judging panel's selections. Until then, no one save the judges knows who the winners are.

Finalists

Best HME Provider

Advanced Home Care

Greensboro, N.C.

Healthcare Accessories, Fargo, N.D.

HomeReach

Lewis Center, Ohio Mon Health Care Equipment & Supplies Morgantown, W.V.

Valley Home Care

Winchester, Va.

Best Rehab supplier

Inland Medical & Rehab

Spokane, Wash.

Health Aid of Ohio Cleveland, Ohio

Hudson Home Health Care/Rehab

Newington, Conn.

Mobility Designs Atlanta, Ga.

Best Respiratory supplier

Air Products Conshohocken, Pa.

Keene Medical

Lebanon, N.H.

Norco,

Boise, Idaho

Resp-I-Care Kingsport, Tenn

Ultra Care Melrose Park, Ill.