



Newsmakers

Pontius Moves to M&A Firm

TARPON SPRINGS, Fla.--Tim Pontius, former chairman of the board of the American Association for Homecare and past president of the Ohio Association of Medical Equipment Services, has been named managing director of Steven Richards & Associates, the company has announced.

SRA, based in Tarpon Springs, Fla., is a merger and acquisition firm specializing in sleep, home medical equipment/respiratory and infusion companies.

Pontius said the new role has renewed his sense of excitement about the industry and given him new energy. "It keeps me attached to the industry, helps me to continue to be motivated and to keep up on what's happening on a legislative and regulatory basis," he said.

Pontius, a licensed, registered respiratory therapist, owned Young Medical in Maumee, Ohio, and Toledo I.V. Care before selling them to Lake Forest, Calif.-based Apria Healthcare in June 2005. He agreed to stay on for two years and run the company, a position he maintained until moving to SRA, which brokered the Young Medical-Apria deal.

Pontius said his job now is to explore with providers whether selling their businesses is the right move and, if indeed they do sell their companies, what they plan to do afterward. "My role, having been on both the acquisition side and the selling side, is to get their heads right and their planning done before we even get their business looked at," he said.

It is easy for HME providers working in such a volatile legislative and regulatory climate to throw up their hands and, in frustration or fear of the future, decide to get out of the business, Pontius said.

"It's the biggest disservice in the world to let someone make a decision based on fear and emotion. That's a decision that will be followed by lots and lots of regret," he said. "The reality is that ... this is probably the No. 1 or 2 most important decision someone will make in their lifetime. You may only get one chance to get it right."

Pontius will remain in Toledo and will continue his involvement with AAHomecare and OAMES, he said. And without a company of his own to be concerned about, he said he is hopeful he will be able to work on industry issues more effectively.