

Van Products assists in Big Day

Longtime NCAMES member Van Products recently received national attention for its role in the wedding of Rachelle Freidman and Chris Chapman. Friedman was injured in a pool accident the night of her bachelorette party and national media picked up the story. Van Products provided free transportation during her recovery and, along with manufacturers Toyota and Braun, donated a new van. She picked it up after her honeymoon in August. Seen here are Tim Harrell, president and owner of Van Products, and the newlyweds.



SMS

CONTINUED FROM PAGE 37

executive board and director of rehab affairs at Pride Mobility.

"It validates their expertise and enhances their credibility," said Piriano. "It enables the public, medical professionals, third-party payers and those in need of seating and mobility services to identify and recognize these specialists as go-to people."

In its first year, 84 rehab professionals have taken the SMS exam and 60% have passed and received the credential.

Greg Fleming is one of those rehab professionals.

"If you're doing high-end rehab and you don't have a certification, it makes people second-guess your abilities," said Fleming, who co-owns Flowood, Miss.-based Rehab Solutions with Scott Cumberland, who is also an SMS.

RESNA is pleased with how the SMS credential has been accepted in the ATP community, said Nell Bailey, executive director of RESNA.

"I guess it speaks to the great need for a specialty exam in this area and folks wanting to distinguish themselves to show the specific work they do," said Bailey. "I can sense a great deal of pride in that."

As stakeholders continue to push for a separate benefit for complex rehab, they are looking at other ways to help payers like Medicare identify the specialists that do complex rehab seating and wheeled mobility, she said.

"There is discussion with regard to raising the bar in some manner," Piriano said. "The SMS is one way it could be done." **HME**



My Name: *Fernando Rivas*

My Occupation: *HME Operations Manager*

We use the Eclipse because it works period. It's reliable, easy for patients to use and I rarely need to send a driver to fix it. The fact that it's upgradeable is genius! As SeQual comes up with new ideas, our fleet of Eclipses stays current. The Eclipse keeps my costs low, is good for business and good for me.

**MY FLEET
MY ECLIPSE**

CREATED WITH YOU IN MIND

With new and improved features, including variable rise time, adjustable sensitivity settings and pulse dosing up to 192mL, this robust system fulfills patients 24/7 oxygen needs at rest, during activities, during sleep and at altitude. A new, innovative large wheel cart design allows for easy battery replacement, and smaller AC and DC adapters make the E3 even easier for the patients to go anytime, anywhere.

One piece of equipment for both stationary and ambulatory use—the clear choice for a non-delivery business model. The Eclipse 3 reduces maintenance costs, increases productivity and lowers operating expenses.

**PROTECT YOUR INVESTMENT • PROTECT YOUR
PATIENT • PROTECT YOUR BOTTOM LINE**

eclipse3[™]
WITH autoSAT[™]

MEDTRADE BOOTH 2345



**The 3rd Generation
has Arrived.**

SEQUAL[®]
www.sequal.com

YOU011

ALASKA

CONTINUED FROM PAGE 37

Verrett. "We stepped in to provide and at least get him independent and mobile."

Verrett said the biggest part of providing service to such a rural area is being prepared.

"They go up there with anything that they may possibly need and may come across—it's like being the ultimate Cub Scout," said Verrett. "You want to be incredibly prepared."

Providing for patients in rural Alaska could also mean shipping parts in by boat—and then having the patient or caregivers install them. ATPs spend a lot of time educating the patient on basic maintenance and care of a wheelchair to keep them able to use the chair between ATP's trips north.

"It's like if you lived in a remote part of the world where you owned a car but there were no mechanics," said Verrett. "An individual that has a complex rehab chair in a market like that needs to be a little more self-reliant." **HME**