



# GENERAL PHYSIOTHERAPY, INC.

To:

All LINCARE Branches  
and LINCARE Area Managers

January 1, 2008

Subject:

G5<sup>®</sup> Brand PERCUSSORS  
(Directional-Stroking)

Our Company, General Physiotherapy, Inc. of St. Louis, Missouri is an approved LINCARE vendor.

We'd like to briefly introduce you to our G5<sup>®</sup> Brand of Directional-Stroking HomeCare PERCUSSORS. Pictures of our two basic types of HomeCare Percussors are attached, along with a description of what they do; how they do it, and; how they differ.

Both percussors are FDA-listed and Medicare-approved. Their HCPCS Code is E0480. This is a 13-month capped rental item. Our two primary percussors are identified as:

|                                                                    |               |                  |
|--------------------------------------------------------------------|---------------|------------------|
| General Physiotherapy G5 <sup>®</sup> Flimm-Fighter <sup>®</sup> - | Order "FF24B" | List Price-\$600 |
| General Physiotherapy G5 <sup>®</sup> Vibracare <sup>®</sup> -     | Order "VC24B" | List Price-\$450 |

(Pediatric versions of both of the above percussors are also available, at identical List Prices, for more-gentle percussion on small children or fragile geriatrics.)

\* Medicare reimbursement rates for "PERCUSSORS, Electric-Powered" vary by State. Current 13-month capped rental rates, by State, are attached.

Both of our PERCUSSORS are 24 volt DC products. They are supplied with an on-line converter (i.e.-power supply) which converts wall-outlet voltages ranging from 90 VAC / 240 VAC down to 24 volts DC, for safe home usage.

G5<sup>®</sup> Percussors help your COPD patients loosen and mobilize lung secretions, to gain relief from obstructed airways. These secretions, if not coughed-up, may lead to complications, such as respiratory infections and hospitalization.

In hospitals, G5<sup>®</sup> Brand Percussors are the "Gold Standard" for Chest Physical Therapy and airway clearance therapy. However, many Respiratory Therapists and Physicians have not been aware that there are G5<sup>®</sup> HomeCare models available.

We actively promote G5<sup>®</sup> HomeCare Percussors directly to thousands of COPD patients and their caregivers via national publications, such as “COPD Digest” and “Breathing”. As a result, you may now be receiving calls from case managers, patients, and/or physicians, asking for one of our above-referenced percussors. LINCARE corporate has approved General Physiotherapy and our G5<sup>®</sup> HomeCare Percussors for sale to your customers.

G5<sup>®</sup> Directional-Stroking HomeCare Percussors can play a major role in helping your customers manage one of COPD’s main problems: tough-to-mobilize secretions. To learn more, or to have specific questions answered, please call us directly. Together, we can help your patients breathe easier and feel better.

Sincerely,

Carla Cramer  
Inside Sales Specialist  
314-291-1442 ext. 4762



Directional-Stroking<sup>®</sup>  
**PERCUSSORS**

# G5<sup>®</sup> Flimm-Fighter

The G5<sup>®</sup> Flimm-Fighter<sup>®</sup> Directional-Stroking<sup>®</sup> Percussor is the optimum percussor for effective self-administered postural drainage at home.

The Flimm-Fighter<sup>®</sup> incorporates our unique Directional-Stroking<sup>®</sup> percussive action, which helps loosen congestive secretions, and helps to move secretions into the bronchial tubes where they can be coughed-up. The red arrow on the head of each Flimm-Fighter<sup>®</sup> shows the user the direction that the loosened secretions are to be mobilized. The ultra-light percussive head, weighing less than one pound, allows a patient to effortlessly self-administer percussive therapy, and is designed for use with our Self Application package\*. The continuously-variable percussive speed range of 20 – 30 cycles per second insures that patients receive safe, optimal treatment. Each Flimm-Fighter<sup>®</sup> includes three interchangeable applicators (#250, #251, #253). A pediatric version is also available, for more-gentle percussion on small children or fragile geriatrics.

Key features:

- Designed to assist in providing postural drainage for homecare patients with Cystic Fibrosis, Bronchiectasis, Chronic Bronchitis, Atelectasis, Chronic Pneumonia, Chronic Emphysema, Asthma, Bronchopulmonary Dysplasia or other COPD conditions.
- The Flimm-Fighter's<sup>®</sup> powerful yet lightweight percussion head weighs less than 1 pound.
- May be used with our Self Application pad and belt, and/or our Vari-Tilt<sup>®</sup> body positioner.
- Safe 24 volt operation, with an in-line power converter, to reduce wall-outlet voltages of 90 VAC thru 240 VAC down to 24 VDC.

[\\* Self Application](#) package available separately, for hands-free use on a patient's own back.

Pamela P., a customer from New Caanan, CT who uses the Flimm-Fighter<sup>®</sup> daily for chest physiotherapy treatments says, "I love the quietness, power, quality and easy portability (light weight) of this unit. It gives me terrific treatments! I like the changeable [applicators] too. Thank you!"

**HCPSC Code E0480**

**Call 1-800-237-1832 for more information.**





## G5<sup>®</sup> Vibracare<sup>®</sup>

The G5<sup>®</sup> Vibracare<sup>®</sup> Directional-Stroking<sup>®</sup> Percussor is a durable, hand-held percussor used for effective self-administered postural drainage in home-care settings.

Totally self-contained, and weighing less than three pounds, it provides optimal freedom of movement and portability, with a ten foot power cord. The Vibracare<sup>®</sup> incorporates our unique Directional-Stroking<sup>®</sup> percussive action, which helps loosen congestive secretions, and helps to move secretions into the bronchial tubes, where they can be coughed-up. The red arrow on the head of each Vibracare<sup>®</sup> shows the user the direction that the loosened secretions are to be mobilized. The light percussive head, allows a patient to effortlessly self-administer chest physical therapy, and it is designed for use with our Self Application package\*. The continuously-variable percussive speed range of 20 – 30 cycles per second insures that patients receive safe, optimal treatment. Each Vibracare<sup>®</sup> includes three interchangeable applicators (#250, #251, #253). A pediatric version is also available, for more-gentle percussion on small children or fragile geriatrics.

### Key features:

- Designed to assist in providing postural drainage for homecare patients with Cystic Fibrosis, Bronchiectasis, Chronic Bronchitis, Atelectasis, Chronic Pneumonia, Chronic Emphysema, Asthma, Bronchopulmonary Dysplasia or other COPD conditions.
- The Vibracare<sup>®</sup> is a powerful yet lightweight way to generate deep percussion at home.
- May be used with our Self Application pad and belt, and/or our Vari-Tilt<sup>®</sup> body positioner.
- Safe 24 volt operation, with an in-line power converter to reduce wall-outlet voltages of 90 VAC thru 240 VAC down to 24 VDC.
- 

\* [Self Application](#) packet available separately, for hands-free use on a patient's back.

Norma A., a mother in Brownsville, TX - "Thank you for selling this product. My daughter likes it better than beating with my hands, and it's gentle on her body. She's only 2 years old.

Janet K., a customer from Chatham, Ontario, Canada – "A very effective tool in loosening chest secretions in the lung."

Jim D., a respiratory therapist and postural drainage educator in Arkansas calls the G5<sup>®</sup> Vibracare<sup>®</sup>, "**The Cadillac of percussors!**"

Robert L., Dir. of Respiratory Services at RJR Memorial Hospital in Stuart, VA – "I have used this equipment since 1983 and have come to depend on, and enjoy using this equipment."

**HCPCS Code E0480**

**Call 1-800-237-1832 for more information.**



HCPCS Code: **E0480**

Date of service requested: 01/01/2008

HCPCS code fee schedule category:

**Capped Rental Items**

PERCUSSOR, ELECTRIC OR PNEUMATIC, HOME MODEL



Note: The start and end dates given for each HCPCS code reflect the effective dates of the fee schedule for the code, which include applicable grace periods.

Generated by SADMERC DMECS: Mon, 17 Mar 2008 13:12:50 EST

Page 1 of 2

**State\* = Beneficiary State of Residence**

| State* | Mod1 | Mod2 | Fee     | Start Date | End Date   |
|--------|------|------|---------|------------|------------|
| AK     | RR   |      | \$43.61 | 01/01/2008 | 12/31/2008 |
| AL     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| AR     | RR   |      | \$37.68 | 01/01/2008 | 12/31/2008 |
| AZ     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| CA     | RR   |      | \$43.19 | 01/01/2008 | 12/31/2008 |
| CO     | RR   |      | \$40.01 | 01/01/2008 | 12/31/2008 |
| CT     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| DC     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| DE     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| FL     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| GA     | RR   |      | \$43.20 | 01/01/2008 | 12/31/2008 |
| HI     | RR   |      | \$46.64 | 01/01/2008 | 12/31/2008 |
| IA     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| ID     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| IL     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| IN     | RR   |      | \$39.94 | 01/01/2008 | 12/31/2008 |
| KS     | RR   |      | \$43.22 | 01/01/2008 | 12/31/2008 |
| KY     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| LA     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| MA     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| MD     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| ME     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| MI     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| MN     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| MO     | RR   |      | \$38.07 | 01/01/2008 | 12/31/2008 |
| MS     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |



**State\* = Beneficiary State of Residence**

| State* | Mod1 | Mod2 | Fee     | Start Date | End Date   |
|--------|------|------|---------|------------|------------|
| MT     | RR   |      | \$41.88 | 01/01/2008 | 12/31/2008 |
| NC     | RR   |      | \$39.27 | 01/01/2008 | 12/31/2008 |
| ND     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| NE     | RR   |      | \$40.33 | 01/01/2008 | 12/31/2008 |
| NH     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| NJ     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| NM     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| NV     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| NY     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| OH     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| OK     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| OR     | RR   |      | \$41.92 | 01/01/2008 | 12/31/2008 |
| PA     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| PR     | RR   |      | \$44.05 | 01/01/2008 | 12/31/2008 |
| RI     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| SC     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| SD     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| TN     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| TX     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| UT     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| VA     | RR   |      | \$39.93 | 01/01/2008 | 12/31/2008 |
| VI     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| VT     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| WA     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |
| WI     | RR   |      | \$37.35 | 01/01/2008 | 12/31/2008 |
| WV     | RR   |      | \$40.30 | 01/01/2008 | 12/31/2008 |
| WY     | RR   |      | \$43.94 | 01/01/2008 | 12/31/2008 |