

September 20, 1994

TO: Senator Dole

FROM: Vicki

RE: Durable Medical Equipment

Durable medical equipment consists of items such as wheelchairs, crutches, artificial limbs, catheters, etc. Under current law, Medicare reimburses for these items if they are ordered by a doctor. The group you are speaking to wants to make sure it stays that way.

There has been some talk during health care reform to save money by not reimbursing the medical equipment or to just group the expense of medical equipment with a doctor's bill or a hospital bill. This would be unacceptable to the manufacturers of the equipment. The Dole bill retains current law.

September 15, 1994

Senator Dole:

Attached is a speaking invitation from the National Association for Medical Equipment Services for Tues, Sept. 20 at the Hyatt Regency Capitol Hill. They have given me the following available times and I have attached a copy of your Tuesday schedule.

\_\_\_\_\_ Speak at 9:45 a.m.

\_\_\_\_\_ Speak at 11:30 a.m.

\_\_\_\_\_ Speak at 11:45 a.m.

\_\_\_\_\_ Regret

They insist they can change their schedule to accommodate you. They are not meeting in the afternoon.

Tyler



**NAMES**

National Association for  
Medical Equipment Services

March 16, 1994

The Honorable Bob Dole  
United States Senate  
SH-141 Hart Senate Office Building  
Washington, D.C. 20510-1601

Dear Senator Dole:

On behalf of the National Association for Medical Equipment Services (NAMES), I would like to invite you to address our annual Legislative Conference to be held September 19th and 20th in Washington, D.C. at the Hyatt Regency on Capitol Hill.

NAMES members provide home medical equipment (HME) and services for millions of elderly and disabled individuals in the home care setting. These items range from traditional equipment such as hospital beds, to highly sophisticated services such as oxygen ventilators and parenteral and enteral nutrition therapies.

Each year, approximately 350 industry leaders gather in Washington to meet with their elected representatives and senior Administration officials. Because of your position, interest and expertise in the health care field, we feel that your views on issues facing the health care community and their impact on the HME industry would be of immense value to NAMES members.

Thank you for your consideration. I hope you will be able to honor us with your presence at our Legislative Conference. I will follow up shortly with your office. In the meantime, if you need any additional information on the NAMES Legislative Conference or have any questions, please do not hesitate to call.

Sincerely,

Corrine Parver  
President

\* attached letter from Steven Knoll, President of Knoll Patient Supply  
Topeka, KS

Hyatt

625 Slaters Lane • Suite 200 • Alexandria, VA 22314-1171 • (703) 836-6263 FAX (703) 836-6730





1112 SW SIXTH AVENUE  
TOPEKA, KS 66606-1406  
913-232-5972  
800-234-0514  
FAX: 232-0452

Mon, Sept. 19  
Tues, Sept 20  
Hyatt Regency,  
Capitol Hill

September 2, 1994

The Honorable Bob Dole  
United States Senate  
SH-141 Hart Senate Office Building  
Washington, D.C. 20510-1601

Dear Senator Dole:


As a Director of the National Association for Medical Equipment Services (NAMES), I would like to invite you to address our annual Legislative Conference to be held September 19th and 20th in Washington, D.C. at the Hyatt Regency on Capitol Hill.

NAMES members provide home medical equipment (HME) and services for millions of elderly and disabled individuals in the home care setting. These items range from traditional equipment such as hospital beds, to highly sophisticated services such as oxygen, ventilators and customized wheelchairs.

Each year, approximately 350 industry leaders, mostly small independent business owners, gather in Washington to meet with their elected representatives and senior Administration officials. Because of your position, interest and expertise in the disability and health care fields, I feel that your conservative views on issues facing the health care community and their impact on the HME industry would be of immense value to NAMES members.

Thank you for your consideration. I hope you will be able to speak at our Legislative Conference. If you need any additional information on the NAMES Legislative Conference or have any questions, please do not hesitate to call me or the NAMES office at 1-703-836-6263.

Sincerely,



Steven J. Knoll  
President

SENATOR DOLE'S SCHEDULE - Week of Sept. 18 - 24, 1994 Pg. 3

Tuesday, September 20

9:00 S-230 Senator Packwood Strategy Meeting

10:15- White bipartisan House & Senate Leadership  
11:15 House, meeting re: Congressional Agenda  
Cabinet Room

12:45 S-211 policy luncheon

2:30 Hyatt SPEAK - Citizens for Arlen Specter  
Regency

4:00 S-230 brief meeting w/new interns (Ron)

7:00 Grand Salute to Bob Michel (you are a cohost)  
Hyatt (7:00 p.m. reception/8:00 p.m. dinner)

**\*THE 103RD CONGRESS HAS ONLY  
A HANDFUL OF DAYS LEFT, AND EVERY  
DAY THAT GOES BY, THE WINDOW OF  
OPPORTUNITY FOR PASSING HEALTH  
CARE LEGISLATION CLOSES A LITTLE BIT  
MORE.**

**\*AND SENATOR MOYNIHAN MAY  
HAVE NAILED THE WINDOW COMPLETELY  
SHUT WITH HIS STATEMENT LAST**

**THURSDAY THAT HE WILL NOT SUPPORT  
AN ATTEMPT TO PASS MAJOR HEALTH  
CARE LEGISLATION THIS YEAR.**

**\*THE WHITE HOUSE HAS BEEN  
WRINGING ITS HANDS THE PAST FEW  
WEEKS, WONDERING "WHAT WENT  
WRONG."**

**\*I'VE VISITED NEARLY 20 STATES  
THESE PAST THREE WEEKS, AND  
EVERYWHERE I GO, FROM NEW YORK, TO**



**CALIFORNIA, TO THE KANSAS STATE  
FAIR...THE MESSAGE I HEARD FROM THE  
PEOPLE IS THAT A LOT WENT RIGHT IN  
THIS DEBATE.**

**\*THE AMERICAN PEOPLE HAD TIME  
TO STUDY THE ISSUE. THEY HAD ALL  
THE FACTS. THEY HEARD FROM  
EVERYBODY INVOLVED. AND THEY MADE  
A DECISION. WHAT THEY DECIDED WAS  
THAT THEY WEREN'T WILLING TO TRADE**



**IN THE BEST HEALTH CARE SYSTEM IN  
THE WORLD FOR SOMETHING THAT FEW,  
IF ANY, PEOPLE, UNDERSTOOD.**

**\*IT SEEMS TO ME THAT'S  
PRECISELY HOW DEMOCRACY IS  
SUPPOSED TO WORK.**

**\*THE PROBLEM THE WHITE HOUSE  
HAS IS THAT THE DECISION THE VAST  
MAJORITY OF THE AMERICAN PEOPLE  
REACHED WAS ONE THE WHITE HOUSE**

**DIDN'T LIKE. BECAUSE THE AMERICAN  
PEOPLE CONCLUDED THAT THEY DIDN'T  
UNDERSTAND OR TRUST THE CLINTON  
PLAN, THEY DIDN'T UNDERSTAND OR  
TRUST THE MITCHELL PLAN, AND THEY  
CERTAINLY HAVE NO IDEA WHAT THE  
"MAINSTREAM" PLAN OR A "KID CARE"  
PLAN ENTAILS.**

**\*AND, SINCE HEALTH CARE IS AN  
ISSUE THAT IS EXTREMELY IMPORTANT**

**TO EVERY AMERICAN, THE PUBLIC HAS  
CONCLUDED THAT NO PLAN THIS YEAR --  
BJPARTICULARLY AT THIS LATE DATE --  
IS MUCH MORE PREFERABLE TO A PLAN  
THAT NO ONE UNDERSTANDS.**

**\*AS THE MONTHS PASSED BY,  
THEY DON'T WANT CONGRESS TO TRY  
AND PASS A PLAN IN THE LAST DAYS OF  
SESSION THAT CONGRESS ITSELF  
DOESN'T UNDERSTAND.**

**\*I BELIEVE NEXT YEAR THE PUBLIC  
WILL SEE A MORE RATIONAL APPROACH  
TO HEALTH CARE REFORM. AND, I  
BELIEVE WE WILL START BY LISTENING  
TO WHAT THE PUBLIC HAS TO SAY.**

**\*NOT LISTENING AND NOT  
COMMUNICATING TO THE PUBLIC WAS  
PROBABLY ONE OF THE BIGGEST  
MISTAKES THAT WAS MADE IN THIS  
DEBATE -- A PLAN DRAFTED IN SECRECY**



**HAS AN UPHILL BATTLE IN ITS RALLY  
FOR PUBLIC SUPPORT.**

**\*A LOT HAS CHANGED IN THE LAST  
YEAR. AND, WE'VE ALL LEARNED A LOT.**

**\*WHAT WE MAY HAVE ONLY  
SUSPECTED TO BE TRUE A YEAR AGO,  
WE NOW KNOW AS FACT:**

**\*THE PUBLIC DOES NOT WANT A  
GOVERNMENT TAKE OVER OF HEALTH  
CARE.**

**\*THE PUBLIC DOES NOT WANT  
MORE BUREAUCRACY.**

**\*THE PUBLIC DOES NOT WANT  
LIMITED CHOICE.**

**\*AND THE LAST THING THE PUBLIC  
WANTS IS FOR CONGRESS TO CREATE A  
WHOLE NEW SERIES OF ENTITLEMENT  
PROGRAMS WITH A QUESTION MARK ON  
ITS PRICE TAG AND EVEN MORE  
QUESTION MARKS WHEN ASKED HOW**

**THEY WILL BE FUNDED.**

**\*SO, BY NO MEANS DO I SEE THIS  
PAST YEAR AS A WASTE OF TIME AND  
EFFORT.**

**\*WE HAVE SUCCEEDED IN  
PRESERVING THE BEST HEALTH CARE  
SYSTEM IN THE WORLD. AND, WE HAVE  
PAVED THE WAY TO ENACTING REFORMS  
NEXT YEAR THAT I BELIEVE WILL BE  
MORE RATIONAL, MORE AFFORDABLE,**

**AND RECEIVED MORE FAVORABLY BY THE  
AMERICAN PUBLIC.**

**\*FOR ALL OF YOU WHO HAVE  
PARTICIPATED IN THIS DEBATE THIS  
PAST YEAR AND WHO HAVE SHARED  
YOUR EXPERTISE WITH THE CONGRESS  
AND WITH THE AMERICAN PEOPLE, I  
THANK YOU AND LOOK FORWARD TO  
WORKING WITH YOU ON THIS VERY  
IMPORTANT ISSUE NEXT YEAR.**