



HEALTH INDUSTRY DISTRIBUTORS ASSOCIATION

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FLU ADMINISTRATION REIMBURSEMENT INCREASES IN 2003

Influenza kills approximately 36,000 people in the United States each year. Proper vaccination prevents the illness in 70%-90% of healthy people.

Although Influenza is completely preventable with proper vaccination, the disease kills approximately 36,000 people in the United States each year. Despite this, records provided by the National Influenza Summit indicate many physicians have not yet pre-ordered vaccines for the fast-approaching flu season.

- Children between 6 months and 18 years of age that receive aspirin therapy and are at risk of developing Reye syndrome
- Healthcare workers and household contacts of those at high risk
- Pregnant women in the second or third trimester of pregnancy during the influenza season

WHEN TO VACCINATE

According to newly-released guidelines from The Centers for Disease Control and Prevention (CDC), vaccination efforts for high-risk individuals should begin one month earlier than in years past (in October, with vaccinations for the general population beginning in November). Those identified as high risk include:

- People older than 50 years and children aged 6-23 months
- People between 20-49 years with medical conditions that place that at risk for influenza-related complications (such as those with HIV, asthma, chronic pulmonary or cardiovascular disorders, or immunosuppressive disorders)
- Children under the age of 9 who are receiving the vaccine for the first time

Vaccination is also highly encouraged for children under 6 months of age who have certain medical conditions, such as those listed above.

In order to ensure that physicians have enough vaccine on hand for this year's season, the CDC recommends using strategies such as using reminder/recall systems and standing order programs.

AN EFFECTIVE VACCINE

Proper vaccination prevents influenza illness in 70% - 90% of healthy people. In addition, vaccination reduces healthcare costs. Studies from the CDC report that vaccination reduces costs by up to \$13.66 per person, per illness, depending on the cost of the vaccine, the attack rate, and the vaccine's effectiveness.

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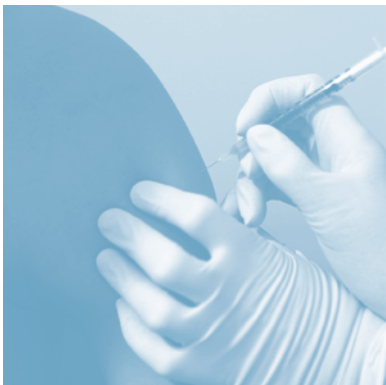
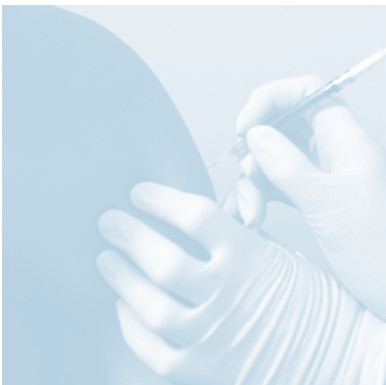
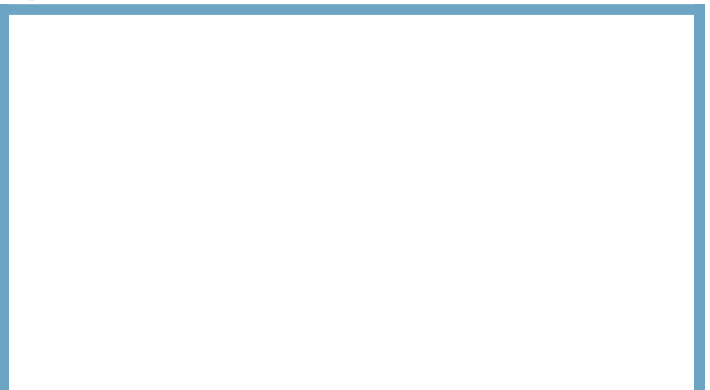
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KEEP RAPID FLU TESTS HANDY

A rapid flu test may be a last line of defense for those who do not get a vaccination, or for whom the vaccination was ineffective (vaccines are less effective with unhealthy or elderly persons). Keeping a vigilant lookout for influenza in your community can be accomplished by using a rapid test for influenza to test any patient presenting with flu-like symptoms. Antiviral therapy may help reduce the duration or severity of their symptoms for those testing positive within the first 48 hours of becoming sick. Some antiviral therapies can even be used prophylactically to reduce the likelihood of contracting the flu virus when in close contact with an infected person.

Rapid flu tests can also reduce the inappropriate use of antibiotics, improve patient throughput, increase patient satisfaction, and reduce the costs associated with diagnosis and treatment of influenza¹. Incorporating a rapid flu test into your plan for managing influenza will help discourage the misconception that there is nothing you can do once you have the flu.

1) Bonner, Aleta B., DVM, MD; Monroe, Kathy W. MD; Talley, Lynya I. PhD; Klasner, Ann E. MD, MPH; Kimberlin, David W. MD. Impact of the Rapid Diagnosis of Influenza on Physician Decision-Making and Patient Management in the Pediatric Emergency Department: Results of a Randomized, Prospective, Controlled Trial. *Pediatrics* Vol.112 No. 2 August, 2003.

THE ECONOMICS OF VACCINATION

To encourage additional vaccinations this flu season, new Medicare payment rates for administration of the vaccine have been increased by an average of 94%.

IMMUNIZATION ADMINISTRATION									
Locality	2003 Fee Schedule	2002 Fee Schedule	Increase	Percent Increase	Locality	2003 Fee Schedule	2002 Fee Schedule	Increase	Percent Increase
NATIONAL STANDARD	\$ 7.72	\$ 3.98	\$ 3.74	94%	MO METROPOLITAN ST. LOUIS	\$ 7.21	\$ 3.70	\$ 3.51	95%
AK ALASKA	\$ 9.07	\$ 4.69	\$ 4.39	94%	MO REST OF MISSOURI	\$ 6.36	\$ 3.27	\$ 3.09	94%
AL ALABAMA	\$ 6.70	\$ 3.44	\$ 3.26	95%	MS MISSISSIPPI	\$ 6.44	\$ 3.31	\$ 3.13	94%
AR ARKANSAS	\$ 6.36	\$ 3.19	\$ 3.17	99%	MT MONTANA	\$ 6.71	\$ 3.43	\$ 3.28	96%
AZ ARIZONA	\$ 7.61	\$ 3.94	\$ 3.67	93%	NC NORTH CAROLINA	\$ 7.07	\$ 3.59	\$ 3.48	97%
CA ANAHEIM/SANTA ANA	\$ 9.06	\$ 4.63	\$ 4.43	96%	ND NORTH DAKOTA	\$ 6.72	\$ 3.42	\$ 3.29	96%
CA LOS ANGELES	\$ 8.73	\$ 4.47	\$ 4.26	95%	NE NEBRASKA	\$ 6.61	\$ 3.33	\$ 3.28	99%
CA MARIN/NAPA/SOLANO	\$ 9.44	\$ 4.77	\$ 4.67	98%	NH NEW HAMPSHIRE	\$ 7.88	\$ 4.03	\$ 3.85	96%
CA OAKLAND/BERKELEY	\$ 9.34	\$ 4.72	\$ 4.62	98%	NM NEW MEXICO	\$ 6.95	\$ 3.58	\$ 3.37	94%
CA SAN FRANCISCO	\$ 10.98	\$ 5.53	\$ 5.45	99%	NV NEVADA	\$ 8.09	\$ 4.20	\$ 3.89	93%
CA SAN MATEO	\$ 10.79	\$ 5.43	\$ 5.36	99%	NY MANHATTAN	\$ 10.55	\$ 5.49	\$ 5.06	92%
CA SANTA CLARA	\$ 10.39	\$ 5.23	\$ 5.16	99%	NY NYC SUBURBS/LONG ISLAND	\$ 9.92	\$ 5.24	\$ 4.69	90%
CA VENTURA	\$ 8.57	\$ 4.36	\$ 4.21	97%	NY POUGHKEPSIE/N NYC SUBURBS	\$ 8.38	\$ 4.35	\$ 4.02	92%
CA REST OF CALIFORNIA	\$ 7.88	\$ 4.01	\$ 3.87	96%	NY QUEENS	\$ 9.72	\$ 5.12	\$ 4.60	90%
CO COLORADO	\$ 7.61	\$ 3.90	\$ 3.71	95%	NY REST OF NEW YORK	\$ 7.22	\$ 3.69	\$ 3.53	96%
CT CONNECTICUT	\$ 8.86	\$ 4.53	\$ 4.33	95%	NJ NORTHERN NJ	\$ 9.09	\$ 4.63	\$ 4.46	96%
DC DC + MD/VA SUBURBS	\$ 8.91	\$ 4.55	\$ 4.36	96%	NJ REST OF NEW JERSEY	\$ 8.49	\$ 4.33	\$ 4.16	96%
DE DELAWARE	\$ 7.88	\$ 4.00	\$ 3.87	97%	OH OHIO	\$ 7.30	\$ 3.76	\$ 3.53	94%
FL FORT LAUDERDALE	\$ 8.18	\$ 4.36	\$ 3.82	87%	OK OKLAHOMA	\$ 6.61	\$ 3.33	\$ 3.28	98%
FL MIAMI	\$ 8.67	\$ 4.72	\$ 3.95	84%	OR PORTLAND	\$ 7.88	\$ 3.96	\$ 3.92	99%
FL REST OF FLORIDA	\$ 7.42	\$ 3.88	\$ 3.54	91%	OR REST OF OREGON	\$ 7.02	\$ 3.54	\$ 3.49	99%
GA ATLANTA	\$ 8.13	\$ 4.17	\$ 3.96	95%	PA METROPOLITAN PHILADELPHIA	\$ 8.55	\$ 4.46	\$ 4.09	92%
GA REST OF GEORGIA	\$ 6.91	\$ 3.57	\$ 3.34	94%	PA REST OF PENNSYLVANIA	\$ 7.12	\$ 3.64	\$ 3.48	95%
HI HAWAII/GUAM	\$ 8.58	\$ 4.37	\$ 4.21	96%	PR PUERTO RICO	\$ 5.34	\$ 2.68	\$ 2.66	99%
IA IOWA	\$ 6.67	\$ 3.39	\$ 3.28	97%	RI RHODE ISLAND	\$ 8.16	\$ 4.17	\$ 3.98	95%
ID IDAHO	\$ 6.67	\$ 3.37	\$ 3.30	98%	SC SOUTH CAROLINA	\$ 6.75	\$ 3.37	\$ 3.38	100%
IL CHICAGO	\$ 8.69	\$ 4.60	\$ 4.09	89%	SD SOUTH DAKOTA	\$ 6.61	\$ 3.33	\$ 3.29	99%
IL EAST ST. LOUIS	\$ 7.42	\$ 3.96	\$ 3.46	87%	TN TENNESSEE	\$ 6.84	\$ 3.47	\$ 3.37	97%
IL SUBURBAN CHICAGO	\$ 8.48	\$ 4.47	\$ 4.01	90%	TX AUSTIN	\$ 7.65	\$ 3.92	\$ 3.73	95%
IL REST OF ILLINOIS	\$ 6.97	\$ 3.64	\$ 3.33	92%	TX BEAUMONT	\$ 7.04	\$ 3.71	\$ 3.33	90%
IN INDIANA	\$ 6.96	\$ 3.51	\$ 3.45	98%	TX BRAZORIA	\$ 7.69	\$ 4.02	\$ 3.67	91%
KS KANSAS	\$ 6.86	\$ 3.51	\$ 3.35	95%	TX DALLAS	\$ 8.18	\$ 4.19	\$ 3.98	95%
KY KENTUCKY	\$ 6.70	\$ 3.45	\$ 3.24	94%	TX FORT WORTH	\$ 7.56	\$ 3.89	\$ 3.67	95%
LA NEW ORLEANS	\$ 7.42	\$ 3.89	\$ 3.54	91%	TX GALVESTON	\$ 7.62	\$ 3.99	\$ 3.63	91%
LA REST OF LOUISIANA	\$ 6.80	\$ 3.54	\$ 3.26	92%	TX HOUSTON	\$ 7.90	\$ 4.13	\$ 3.77	91%
MA METROPOLITAN BOSTON	\$ 9.41	\$ 4.77	\$ 4.64	97%	TX REST OF TEXAS	\$ 6.83	\$ 3.53	\$ 3.30	93%
MA REST OF MASSACHUSETTS	\$ 8.60	\$ 4.37	\$ 4.23	97%	UT UTAH	\$ 7.16	\$ 3.64	\$ 3.52	97%
MD BALTIMORE/SURR. CNTYS	\$ 7.97	\$ 4.09	\$ 3.88	95%	VA VIRGINIA	\$ 7.08	\$ 3.58	\$ 3.51	98%
MD REST OF MARYLAND	\$ 7.43	\$ 3.80	\$ 3.63	96%	VT VERMONT	\$ 7.46	\$ 3.76	\$ 3.69	98%
ME SOUTHERN MAINE	\$ 7.60	\$ 3.86	\$ 3.74	97%	VI VIRGIN ISLANDS	\$ 7.90	\$ 4.07	\$ 3.83	94%
ME REST OF MAINE	\$ 6.94	\$ 3.54	\$ 3.40	96%	WA SEATTLE (KING CNTY)	\$ 8.38	\$ 4.27	\$ 4.11	96%
MI DETROIT	\$ 8.64	\$ 4.75	\$ 3.90	82%	WA REST OF WASHINGTON	\$ 7.44	\$ 3.80	\$ 3.63	96%
MI REST OF MICHIGAN	\$ 7.48	\$ 3.96	\$ 3.51	89%	WI WISCONSIN	\$ 7.18	\$ 3.70	\$ 3.48	94%
MN MINNESOTA	\$ 7.34	\$ 3.69	\$ 3.65	99%	WV WEST VIRGINIA	\$ 6.76	\$ 3.58	\$ 3.19	89%
MO METROPOLITAN KANSAS CITY	\$ 7.42	\$ 3.81	\$ 3.62	95%	WY WYOMING	\$ 6.96	\$ 3.60	\$ 3.35	93%

Source: AMA

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