

SWEDE TRAC, INC.
11101 Venice Blvd
Los Angeles, CA 90034

Feb 22, 1993

Dear Doctor,

If you had a chance to visit our exhibit at the PCOMS meeting or had the opportunity to experience the effects of the Swede Trac partial inversion therapy system then we thank you for your interest in this revolutionary device.

There were some questions raised by several different members of the osteopathic profession which we will address at this time.

The Swede Trac therapy bench is a mechanical traction device and therefore when used by a physician in his office as part of an office visit a separate billing for mechanical traction code 97012 can be billed. In addition since in the utilization of the bench therapeutic exercises are performed an additional code 97110 can also be billed to any third party insurance carrier. These are both acceptable procedures able to be billed in addition to an office visit and any manipulative procedures performed and in the case of Osteopathic manipulation the M codes can be used. We believe these circumstances can benefit the patients and the care provider and are efficacious in the management of many problems encountered in everyday practice. My practice bills \$30.00 for 97012 and \$25.00 for 97110. The diagnoses given always relate to a musculoskeletal problem and can vary depending upon the situations encountered.

An interesting phenomena I have encountered and alleviated with the Swede Trac therapy system is the so-called 'restless leg syndrome'. As a result of these results I no longer need to prescribe Quinamm or other quinine or vasodilator medication since as I have learned this syndrome is really a result of subclinical neurovascular compression and its sequelae. When I suffered with this problem, usually at night, I would get up use the therapy bench and relieve the symptoms and be able to sleep usually much deeper and more relaxed. After doing this multiple times I find I no longer have the problem. Since this revelation I have treated many patients in a like manner and had universal success.

Another significant event that occurs during inversion is an elevation of both systolic and diastolic blood pressure usually an average of 20mmHg for both at full inversion. However, at the maximum partial inversion of 30 degrees allowed by the Swede Trac unit I find the average rise to be approx 10mmHg for both. An interesting phenomena which I refer to as a delayed reaction to therapy is a gradual but definite reduction in both systolic and diastolic pressure. In my case I no longer have a blood pressure elevation and no longer take any medication. I am currently

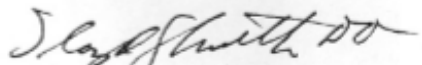
monitoring many patients and have noted a reduction in blood pressure in many. An analysis of the physical effects of this therapy system cannot but support this eventual effect. Anyone further interested in pursuing this evaluation study is encouraged to contact me personally. The totality of the beneficial effects of utilizing this therapy system on a continuing basis along with Osteopathic manipulative management is in its infancy and only awaits your implementation in everyday practice. Welcome to the medicine of the future - available to you and for you today.

I am most anxious to share with each of you my personal experiences in the utilization of this therapy system with the Swede Trac bench and hope I can lead you to a broader appreciation of the results able to be obtained with this new approach to the practice of Osteopathic physical medicine.

Please feel free to contact me with any questions. The price of this Swede Trac therapy bench is \$1295.00, delivered on a national basis. We consider this to be a prescribed durable medical equipment and therefore falls under the applicable sales tax law statutes of each particular State - nontaxable in CA. Swede Trac also has a provider # for Medicare in the State of Florida and is participating. The HCPCS code is E0941 - gravity assisted traction device, any type (modifier NU for new equipment). Medicare policy at this time does not pay for this code for anyone but it can be billed, receive an EOMB denial as not covered by the Medicare program and then billed along with the EOMB denial to a patient's supplemental carrier if any under the same code. It may also be rented and the modifier RR utilized (e.g. E0941 RR). We rent at \$200.00/month. As a further gesture of good will I wish to offer on a one time basis only to any Osteopathic physician only for his utilization of this bench the total price of \$1111.00 to represent that YOU are #1 in health care delivery with this method.

Please give this matter some serious consideration. It will be rewarding to you personally and to the people you serve.

Fraternally,


Lloyd C. Smith D.O.