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FOR IMMEDIATE RELEASE

MEDCARE EQUIPMENT COMPANY CONTINUES GROWTH ADDING UPMC AS A PARTNER

GREENSBURG, PA, March 1, 2013 ... MedCare Equipment Company, LLC., which offers home medical equipment and respiratory care (oxygen) products to patients and care providers in western Pennsylvania and adjoining states, is once again expanding its reach. Beginning March 1, 2013, UPMC will become the newest partner in MedCare Equipment Company, joining Excelsa Health, Conemaugh, Heritage Valley, Butler, and Washington health systems, St. Clair and UPMC Hamot hospitals. This new venture further solidifies MedCare's position as the provider of choice throughout western Pennsylvania, southern New York, eastern Ohio and northern West Virginia.

MedCare began in Greensburg in 1987, serving the residents of Westmoreland County. In 2008, MedCare, part of Excelsa Health, was reshaped as it partnered with Conemaugh Home Medical Equipment, Johnstown, part of Conemaugh Health System. Since 2008, the company has grown to include partnerships with Heritage Valley, Butler and Washington health systems, St. Clair and UPMC Hamot hospitals. With this latest addition, MedCare will now serve 35,000 patients annually, with a revenue base of \$70 million, placing the locally owned and operated company among the leading providers of home medical equipment and respiratory care supplies. The partner health systems and hospitals each have a share in MedCare's operations and success.

Over its 25-year history, MedCare has built a solid reputation for customer service while providing a wide range of medical equipment, supplies, and respiratory

care products for use in the home, nursing home, physician offices, and other health-related organizations as well as through retail outlets.

John M. Sphon, chief executive officer of MedCare, noted the significance of this latest collaboration:

“MedCare has a proven track record for providing patient-focused customer service, helping them to transition from the hospital to home in the most effective and caring manner possible,” Sphon said. “Having set high standards for customer care, we are poised to continue that model of service for UPMC.”

Particularly in the area of respiratory care products, MedCare serves as a vital link to the patient’s health and wellness, often forestalling a hospital readmission through the attentiveness of MedCare’s clinical respiratory team and customer service representatives. “MedCare isn’t just a supplier of goods, but a member of the care team,” added Sphon.

“UPMC is proud to partner with MedCare. Like UPMC, MedCare is a patient-focused organization and we look forward to our collaborations and the new opportunities of our partnership,” said Kathleen Patrick, Vice President Ancillary Services, UPMC Community Provider Services.

With the addition of UPMC’s participation, MedCare will employ 250 people in 15 locations, including retail stores in Greensburg, Johnstown, Erie, Bradford, Meadville and Hopewell, all in Pennsylvania and Jamestown, N.Y., and distribution centers in Greensburg, Johnstown, Monroeville and Pittsburgh. MedCare will also be adding locations in Bridgeville and Mercer County. Further, MedCare will operate a centralized clinical customer service and billing service, gaining additional process efficiencies.

MedCare Equipment is accredited by the Compliance Team, an accrediting body focused specifically on home medical equipment. A Medicare contract provider in the Pittsburgh region, MedCare accepts all major insurance plans including Highmark and UPMC Health Plan.