

**TO MEDIA:
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FOR IMMEDIATE RELEASE

**MEDCARE EQUIPMENT COMPANY CONTINUES GROWTH,
ADDING GREAT LAKES HOME HEALTHCARE SERVICES**

GREENSBURG, PA, November 1, 2012 ... MedCare Equipment Company, LLC, which offers home medical equipment and respiratory therapy services to patients and care providers in western Pennsylvania, is expanding its business through a new affiliation with Great Lakes Home Healthcare Services. Effective November 1, MedCare concludes an asset purchase of the home medical equipment and respiratory therapy services portion of the Great Lakes business.

This new partnership with UPMC Hamot, principal owner of Great Lakes, further expands MedCare's service area to include the northwest corner of western Pennsylvania, as well as portions of southern New York.

MedCare began in Greensburg in 1987, serving the residents of Westmoreland County. In 2008, MedCare, part of Excela 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 and Butler health systems, Washington and St. Clair hospitals. With the addition of Great Lakes Home Healthcare Services, MedCare will serve 12,500 patients annually, with a revenue base of \$27 million.

. Like MedCare, Great Lakes has been in business for more than 20 years, 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 benefits of this latest collaboration.

“MedCare’s focus is on patients and how best to assist them in transitioning from the hospital to home in the most effective and caring manner possible,” Sphon said. “We have been serving patients, hospitals, physicians and extended care facilities throughout southwestern Pennsylvania for many years. Similarly Great Lakes has been providing high quality care to the communities it serves. We are pleased to partner with them in offering these valuable patient care tools.”

“We felt that this venture had far reaching benefits for the region,” noted V. James Fiorenzo, president of UPMC Hamot and former president of Great Lakes Home Healthcare Services. “The coming together of our two companies provides the means by which we can serve the needs of our customers more effectively and efficiently by drawing on the experience of two strong and trusted providers with histories of successfully cultivating business and health care relationships that produce results.”

With the addition of Great Lakes, MedCare will employ 200 people in 14 locations, including retail stores in Greensburg, Johnstown, Erie, Bradford and Meadville, all in Pennsylvania and Jamestown, N.Y., and distribution centers in Greensburg, Erie, Jamestown, Johnstown and Pittsburgh. Opening soon is another retail store in Hopewell and a distribution center in Mercer. Further, MedCare will operate a centralized clinical customer service, billing and procurement service, gaining additional process efficiencies. .

MedCare Equipment is accredited by the Compliance Team, an accrediting body focused specifically on home medical equipment and respiratory care services. MedCare is also a Medicare contract provider. Visit www.medcareequipment.com