



March 7, 2025 *sent electronically*

The Honorable Donald J. Trump
President of the United States of America
White House
1600 Pennsylvania Avenue, N.W.
Washington, D.C. 20500

Dear President Trump:

I am writing on behalf of the nation's home medical equipment (HME) suppliers and manufacturers who provide more than 16 million Americans with life sustaining and supporting oxygen equipment, wheelchairs and other mobility aids, enteral nutrition, wound care, urological and ostomy supplies, continuous glucose monitors and diabetic testing supplies, as well as other equipment and related services that allow them to receive care at home. Our industry looks forward to working with your Administration to strengthen our ability to support seniors, people with disabilities, individuals with chronic conditions, and other cohorts who benefit from this cost-effective and patient preferred mode of care.

The American Association for Homecare (AAHomecare) is the national association representing HME and medical supplies providers, manufacturers, and other stakeholders in the homecare community. Our members provide every line of medical equipment, supplies and services used in the home care community. AAHomecare members are proud to be part of the continuum of care that assures patients across the country receive cost effective, safe and reliable home care products and services in the comfort and security of their homes.

The HME community supports your Administration's efforts to protect our nation's safety and well-being by stopping the flow of dangerous drugs, including fentanyl, across our borders. We are concerned that related tariff proposals on products and materials made in Mexico, Canada and China will have an adverse impact on our industry and the patients we serve. We urge your Administration to grant exemptions for home medical equipment and medical supplies from any new tariffs.

New tariffs on HME and medical supplies would severely impact the health and well-being of seniors, chronically ill individuals and persons with disabilities throughout the United States. These tariffs will particularly impact individuals who use HME because most of these products are covered and paid for by Medicare, Medicaid, Medicare Advantage plans, and private insurers who have fixed reimbursement amounts. As a result, tariff-driven

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product cost increases for HME cannot be passed along to consumers. A ten percent or more base product cost increase caused by tariffs would force HME suppliers to furnish this equipment at a significant loss, given the narrow product margins already in place for these products.

New tariffs would also accelerate the steady reduction of the HME supplier base that has seen 38% of locations serving Medicare beneficiaries close since 2013, limiting access to care and causing more job losses nationwide.

Strengthening the infrastructure that delivers high quality home medical equipment and services can improve patient outcomes and help save billions of dollars for Medicare, Medicaid programs, TRICARE, private insurers, and individuals by reducing the need for hospitalizations, skilled nursing care, and other costly clinical interventions. Higher tariff-driven costs for medical equipment that HME suppliers cannot pass along to public and private payers present a major obstacle to achieving that vision and would cause serious problems across the continuum of care.

Thank you for your consideration of our concerns. We would appreciate any opportunities to work with your Administration on policies that improve care for millions of Americans while reducing medical spending.

Please contact me at TomR@aahomecare.org with any questions.

Sincerely,

A handwritten signature in black ink that reads "Tom Ryan". The signature is fluid and cursive, with the first name "Tom" and last name "Ryan" clearly distinguishable.

Tom Ryan
President & CEO
American Association for Homecare