

# Cost Increases Affecting Incontinence Supplies

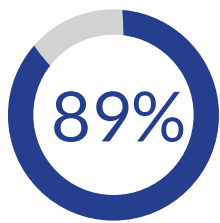
Current reimbursement for incontinence supplies fail to factor the increased costs as described below and must be addressed to preserve access to care.

## POTENTIAL IMPACT ON SUPPLIERS:

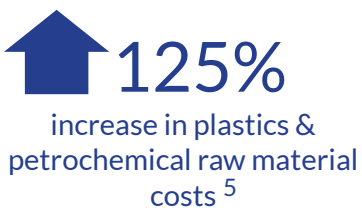
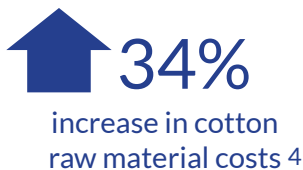
- 11-30% increase cost of goods
- 10%+ increase shipping costs
- 11-20% increased labor costs

## UPWARDS OF 60% INCREASED COSTS

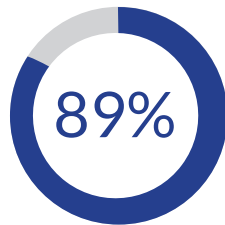
### Manufacturing Increases



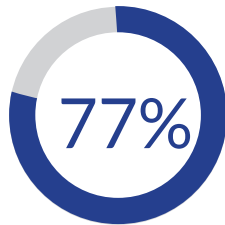
of suppliers have increased manufacturer/distributor costs in the last 12 mo.<sup>1</sup>



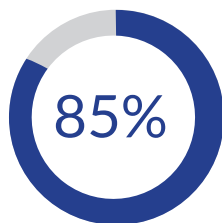
### HME Supplier Increases



of suppliers report increased labor staffing costs in the last 12 mo.<sup>1</sup>



suppliers report backorder delays which can lead to additional shipment costs for fulfillment of remaining partial orders<sup>1</sup>



suppliers report increased shipping costs in the last 12 mo<sup>1</sup>



*The majority of incontinence supplies are shipped directly to an end-user's home at the supplier expense. These products are bulky and costly to ship. For example, the picture above shows one patient's monthly incontinence supplies order.*

1) AAHomecare nationwide survey of suppliers providing incontinence supplies, March '22, 2) <https://www.hida.org/distribution/advocacy/COVID19/Infographic/transportation-delays-persist-healthcare-supply-chain.aspx>, 3) <https://www.hida.org/distribution/advocacy/COVID19/Infographic/supply-chain-issues-pressure-costs.aspx>, 4) <http://www.cncotton.com> 5) China spot market quotes from main producers to Medline, 2022.