

# The Health Connection

## HMSC Updates

- ◆ We are currently looking at the Lp-PLA<sub>2</sub> PLAC Test as an addition to our Mail-In Lab testing line of products. The PLAC Test for Lp-PLA<sub>2</sub> is the only blood test cleared by the FDA to help assess risk for both coronary heart disease (CHD) and ischemic stroke associated with atherosclerosis.
- ◆ The Alere Heart Month Promotions end this month. Orders must be received before April 30th to take advantage of this great deal.
- ◆ HMSC has developed a new carry / shipping case for the Afinion HbA1c analyzer. Please contact us if you are interested in purchasing this custom cut case.

## Free Give-Away

1 Box Prodigy Lancets (Pink)

Call with Coupon Code

102Lance

to Receive your  
Free Product  
(Limit 1 per Customer)

April \* May \* June  
2014

## Affordable Care Act Considers Preventative Screening & Public Health a Top Priority

The Affordable Care Act has made Preventative Health Services the most important component of its bill due to the long-term effects it will have on the health of the American public. Delaying treatment of illness, rather than taking a proactive approach, has a direct effect on the nation's rising healthcare costs.

The Affordable Care Act requires that all insurance plans that began January 1, 2014 or after cover certain prevention services with no out-of-pocket cost to the patient. Preventative health services include immunizations, well visits, and screenings for cholesterol, diabetes, blood pressure, and certain types of cancer.

The National Prevention Strategy, developed under



the Affordable Care Act, has been designed as a blueprint to support and guide states, communities, and private partners in their development of community-based health improvement projects.

The ultimate goal is to shift our system from a focus on sickness and disease to one of wellness and prevention. This can be done through increased availability and promotion of health screenings among populations at greater risk, employer-

sponsored wellness programs, employee incentives for healthy lifestyle habits and an expansion of public education programs. These cost-effective services provide long-term benefits and ultimately become cost-saving for all of us.

By engaging partners across all disciplines and encouraging prevention strategies, we are building stronger, healthier communities and reducing the heavy burden caused by preventable illnesses and death.

## Low Vitamin D Levels Indicate Deteriorating Health

Researchers are finding that up to 60% of the worldwide population is deficient in vitamin D, a fat-soluble vitamin important for increasing intestinal absorption of calcium, strengthening the immune system, and aiding in muscle function and brain develop-

ment. Aging and inflammatory processes caused by disease reduce vitamin D concentrations as well as lack of time outdoors.

Symptoms of deficiency can be vague, including tiredness and general aches; however,

some people show no symptoms at all. A decrease in the level of vitamin D is a marker of deteriorating health and underlying conditions. It is important that vitamin D levels are routinely measured as a standard procedure in preventative care.

## Product Highlight

**Mail-In Lab Tests** provide the same results that can be obtained from your local medical laboratory without the high cost and inconvenience of appointments, fees, and often painful and unnecessary direct venous or arterial blood draws.

- ◆ **User-Friendly**— Only requires a simple fingerstick. Complete easy-to-read collection instructions included.
- ◆ **Accurate**— Precise quantitative results which can be mailed or faxed in a comprehensive laboratory report.
- ◆ **Tests Available**— (singles, 10-packs, or 50 packs) PSA, TSH, A1c, hs-CRP, Lipid Profile, Lipid Profile+Glucose, Vitamin D, and Combinations of Lipid & A1c, Lipid & PSA, and hs-CRP & A1c

**Main-In Lab Tests** Include...

*Blood Collection Card*

*Instructions*

*Lab Form*

*Lab Processing*

*Results Reporting*

*Pre-paid Return Envelope \**

*Wound Kit \**

(\* optional items)



## Health Management Systems, Corp.

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Health Management Systems, Corp. was established in June of 1996 to build a network of Independent Screening Companies who would service the preventative health testing needs of the general public. Over the years, our customer base has grown to include Hospitals, Health Departments, Pharmacies, Physicians, Universities, Military bases, Clinics, Corporate Wellness Centers, and a broad range of Independent Screening Companies.

We at HMSC are dedicated to providing a wide range of preventative health testing products with high quality and low cost for our customers.

**ADDITIONAL 5% DISCOUNT ON  
MAIL-IN LAB TESTS**

**COUPON CODE: YDBX2Q2014**

**VALID: APRIL-JUNE 2014**

## Drug Screening Promotes Workplace Safety & Productivity

The U.S. Department of Labor reports that up to 65% of all accidents in the workplace are related to drug or alcohol abuse, costing employers an estimated \$75 billion each year in employee absences, loss of productivity, and healthcare and compensation costs. For this reason, an increasing number of private sector employers are implementing drug testing programs as a preventative measure.

On-site drug testing is a simple and cost-effective way for employers to avoid making or retaining poor human resource investments. All-in-one drug test cups offer a simple-to-administer testing solution, allowing collection and testing



of a urine sample in a closed container. Illicit substances that can be detected include amphetamines, phencyclidine, cannabinoids, cocaine, barbiturates, opiates, benzodiazepines, and hallucinogens. Drug cups come in a variety of different configurations, from 3 to 14-panel. Options also

include built-in validity tests for temperature and adulterants to prevent tampering and flat result panels perfect for photocopying or scanning results. These options make customizing a workplace drug testing program a simple and affordable way to protect businesses and their employees.

### Did You Know...

Health Management Systems offers LDX Equipment Placement and Rental Programs for our customers?

- ◆ **Free LDX Loaner Program - 15 to 90 Days**
- ◆ **Free LDX Reagent Rental Program - 1 Year**
- ◆ **Free LDX System Placement Program - 2 Years**

Each program is designed to provide additional testing equipment according to your screening needs without requiring the use of your capital budget.

For More Information or to Reserve your LDX Loaners today, please call our Office at (888) 300-4672