

Your Guide to Nebulizers

drive

DeVilbiss
HEALTHCARE



A nebulizer is a device used to administer medication in the form of a mist inhaled into the lungs. It is commonly used in Asthma, COPD, Cystic Fibrosis and other respiratory disease.

Aerosol peak season typically begins in October and runs through May. The season follows the onset of temperature changes throughout much of the country, along with the arrival of the Influenza (Flu) and Respiratory Syncytial Virus (RSV) seasons, which run concurrently and contribute to exacerbations, pneumonia, bronchitis and bronchiolitis.

Drive DeVilbiss Healthcare relies on US based manufacturing, research and development, and quality control, as well as over 100 years of combined experience on Team Respiratory to bring products to our Provider Partners which will exceed the market demands for clinical efficacy, reliability, and price.

- Eye-catching retail packaging for retail stores and pharmacies
- Testing reports showing particle size and nebulization times
- 5 Year warranty on all compressor nebulizers
- Valuable information on the advantages of reusable nebulizer kits versus disposable kits

How do nebulizers work?

- Compressed air is used to break up a liquid medication into small aerosol droplets (mist) that can be inhaled through a mouthpiece or mask
- Inhaled mist only penetrates into the lungs if the nebulizer creates mist droplets that have a small diameter (1-5 microns). Otherwise, the mist droplets get caught in the mouth and trachea and the medication does not get to where it needs to go
- Compressor nebulizers can utilize disposable and reusable neb kits. **Reusable neb kits have been proven to provide smaller and more uniform particle size during nebulization.** Reusable neb kits are not only superior clinically but also a wise business model

Disposable vs. Reusable Nebbs

HCPCS	A7003 Disposable Neb Kit	A7005 Reusable Neb Kit
Allowable	2 Per Month	2 Per Year
Reimbursement Medicare Average	\$35.52 (\$1.48ea x 2/month x 12 months)	\$21.86 (\$10.93ea x 2/year)
Approximate Cost	\$56.16	\$11.68
Disposable \$0.84/ea Reusable \$2.84/ea	Purchase: 24 kits/year (24 x \$0.84 = \$20.16)	Purchase: 2 kits/year (2 x \$2.84 = \$5.68)
Freight: \$3.00/shipment	Freight: 12 times/year (12 x \$3.00 = \$36.00)	Freight: 2 times/year (2 x \$3.00 = \$6.00)
Annual Gross Profit	-\$20.64	\$10.18
Durability	2 Weeks	6 Months
Ease of Cleaning	Not Dishwasher Safe	Dishwasher Safe



Value Proposition

- Save \$44 on cost annually per patient
- Gross Profit Margin improves by \$31 annually per patient
- Reusable Neb Kit resupply for 100 new patients a year generates a Gross Profit of \$3,100 annually

**Buying Reusable Neb Kits
Instead of Disposable is
Better for Your Patient and
Your Business**

Personalize Your Value Proposition with Our Easy-to-Use Nebulizer Kit Calculator at <http://www.drivemedical.com/b2b/index.php/nebulizer-calculator>

Drive DeVilbiss Standard Nebulizers

5 Year Limited Warranty

Add Value with Our Free Online Nebulizer Instructional Video at <http://bit.ly/DriveDeVilbissGeneralNebulizerVideo>

Pacifica Elite



Item #	Description	UOM
18070	With Disposable Neb Kit	6/cs
18071	With Disposable and Reusable Neb Kit	6/cs

This retail-packaged compressor neb is a workhorse with higher liter flows, shorter treatment times and quieter operation than similar economy compressor nebs.

Power Neb Ultra



Item #	Description	UOM
18080	With Disposable Neb Kit	1/ea
18081	With Disposable and Reusable Neb Kit	1/ea
18080P	With Disposable Neb Kit and Pediatric Mask	1/ea

Drive's smallest compressor neb weighs in at a mere 3.2 lbs. and provides competitive edge price point for providers.

PulmoNeb® Compressor Nebulizer



Item #	Description	UOM
3666LT	With Disposable Neb Kit	1/cs
3655LTR	With Disposable and Reusable Neb Kit	1/cs

This affordable yet advanced system was developed to exceed market standards and provide superior clinical results and performance.

Compartment Style Compressor Nebulizer



Item #	Description	UOM
MQ6000	With Disposable Neb Kit	1/ea

A heavy duty compressor neb with a storage compartment for neb accessories, perfect for home and for long term care facilities.

MEDNEB Compressor Nebulizer



Item #	Description	UOM
MQ5600	With Disposable Neb Kit	8/cs
MQ5700	With Disposable with Reusable Neb Kit	8/cs
MQ5700B	With Disposable and Reusable Neb Kit and Carry Bag	8/cs

One of our lightest compressor nebulizers, available with a carry bag, to maximize portability.

Drive DeVilbiss Standard Nebulizers

5 Year Limited Warranty

Add Value with Our Free Online Nebulizer Instructional Video at <http://bit.ly/DriveDeVilbissGeneralNebulizerVideo>

Compact Compressor Nebulizer



Item #	Description	UOM
MQ5800	With JetNeb Reusable Neb Kit	6/cs
MQ5900	With Disposable and JetNeb Reusable Neb Kit	6/cs
MQ5900P	With Disposable and JetNeb Reusable Neb Kit and Pediatric Mask	6/cs

Our premium compressor nebulizer with integrated carry handle comes standard with a breath enhanced JetNeb Plus reusable neb kit to optimize treatments.

PulmoMate® Compressor Nebulizer



Item #	Description	UOM
4650D	With Disposable Neb Kit	1/cs

The sleek case design fits easily into luggage, backpacks and diaper bags for easy transport.

Pulmo-Aide® Compressor Nebulizer



Item #	Description	UOM
5650D	With Disposable Neb Kit	1/cs

Only approved compressor for use with Tobramycin and is one of the longest lasting units on the market.

Pulmo-Aide® Compact Compressor Nebulizer



Item #	Description	UOM
3655D	With Disposable Neb Kit	1/cs

Built to last with high-quality metal mechanical parts, ensuring quality therapy for an extended period of time.

Drive DeVilbiss Character Nebulizers

5 Year Limited Warranty | All Nebulizer Compressors Include a Disposable Neb Kit and a Pediatric Aerosol Mask

Beagle Pediatric Compressor Nebulizer



Item #	Description	UOM
18090-BE	With Disposable Neb Kit	1/ea
18091-BE	With Disposable and Reusable Neb Kit	1/ea

The dependable and efficient Beagle Nebulizer is designed with pediatric patients in mind, and includes a doggy house carry bag and doggy stickers.

Checker® Pediatric Compressor Nebulizer



Item #	Description	UOM
18040-P	With Disposable Neb Kit	1/ea
18041-P	With Disposable and Reusable Neb Kit	1/ea
18040-Y	With Disposable Neb Kit	1/ea
18041-Y	With Disposable and Reusable Neb Kit"	1/ea

Powerful piston pump is efficient and dependable, while the child friendly design encourages therapy compliance.

Penguin Pediatric Compressor Nebulizer



Item #	Description	UOM
MQ6002	With Disposable Neb Kit	1/ea
MQ6002R	With Disposable and Reusable Neb Kit	1/ea
MQ6006	With Disposable Neb Kit, No Carry Bag	1/ea

Powerful piston driven compressor system in a child friendly design and available with an igloo carry bag.

Panda Pediatric Compressor Nebulizer



Item #	Description	UOM
MQ6003	With Disposable Neb Kit	1/ea
MQ6003R	With Disposable and Reusable Neb Kit	1/ea
MQ6004	With Disposable Neb Kit, No Carry Bag	1/ea
MQ6005	With Disposable Neb Kit	1/ea
MQ6005R	With Disposable and Reusable Neb Kit	1/ea

Powerful piston pump for fast and effective treatment times, in a child friendly design. Available with a carry bag.

Drive DeVilbiss Character Nebulizers

5 Year Limited Warranty | All Nebulizer Compressors Include a Disposable Neb Kit and a Pediatric Aerosol Mask

Fish Pediatric Compressor Nebulizer



Item #	Description	UOM
18090-FS	With Disposable Neb Kit	1/ea
18091-FS	With Disposable and Reusable Neb Kit	1/ea

Effective treatments in a child friendly design with a fish bowl style carry bag included for all of your accessories.

Townhouse Interactive Building Block Compressor Nebulizer



Item #	Description	UOM
MQ7000	Townhouse Interactive Building Block Compressor Nebulizer	1/ea

Interactive and educational building block compressor encourages compliance through creativity and fun. Carry bag included.

Fire and Rescue Compressor Nebulizer



Item #	Description	UOM
MQ0911	Fire & Rescue Compressor Nebulizer	1/ea

With working ladder and lights, this child friendly design maximizes compliance during treatments.

Airial™ Express Compressor Nebulizer



Item #	Description	UOM
MQ6008	Airial™ Express Compressor Nebulizer	1/ea

Easy to use nebulizer in a child friendly design with working wheels and lights.

Drive DeVilbiss Portable Nebulizers

DeVilbiss Traveler® Portable Compressor Nebulizer System



Item #	Description	UOM
6910P-DR	With Battery	1/ea
6910D-DR	Without Battery	1/ea

Delivers a consistent and concentrated treatment of small particles that penetrate deeply into the lungs. Includes disposable and reusable neb kits, pediatric and adult masks, AC and DC adapters, and carry bag.

Drive DeVilbiss Holding Chambers

Airial™ Holding Chambers



Item #	Description	UOM
MQ8000	Airial™ Holding Chamber	1/ea
MQ8000S	Airial™ Holding Chamber with Small Mask	1/ea
MQ8000M	Airial™ Holding Chamber with Medium Mask	1/ea
MQ8000L	Airial™ Holding Chamber with Large Mask	1/ea

For use with most CFC and HFA metered dose inhalers to momentarily hold aerosolized medication minimizing the need for hand-breath coordination.

Airial™ Spotz the Dog Mask with Metered Dose Holding Chamber



Item #	Description	UOM
MQ8100	Airial™ Spotz the Dog Mask with Metered Dose Holding Chamber	1/ea

Pediatric holding chamber with Spotz® the Dog mask for use with most CFC and HFA metered dose inhalers to momentarily hold aerosolized medication, minimizing the need for hand-breath coordination.

Drive DeVilbiss Aerosol Accessories

Universal Neb Carry Bag



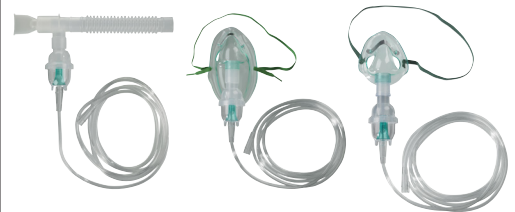
Item #	Description	UOM
18031	Universal Neb Carry Bag	1/ea

Adult | Pediatric Aerosol Mask



Item #	Description	UOM
MASK 001A	Adult	50/cs
MASK 001P	Pediatric	50/cs

Disposable Neb Kit



Item #	Description	UOM
NEB KIT 500	With Mouthpiece	50/cs
NEB KIT 600	With Adult Aerosol Mask	50/cs
NEB KIT 700	With Pediatric Aerosol Mask	50/cs

Reusable Neb Kit



Item #	Description	UOM
18254	Reusable Neb Kit	10/cs

JetNeb Plus Reusable Neb Kit



Item #	Description	UOM
18260	JetNeb Plus	12/cs

Pediatric Aerosol Pacifier



Item #	Description	UOM
MQ0385	Pacifier Only	1/ea

Pediatric Masks



Item #	Description	UOM
MQ0047	Aerial™ Nic the Dragon	1/ea
MQ0049	Aerial™ Ellie the Elephant	1/ea
DL1050	Puppy Aerosol Mask	1/ea