



**American Orthotic &
Prosthetic Association**

AOPA in Advance

Breaking News for O&P Professionals

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Newsletter Feedback

We invite your comments and questions. Please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P NEWS

VA Meeting Follow-Up Seeks Clarification on Treatment Choices

AOPA representatives met on May 25, just prior to the 2010 **AOPA** Policy Forum, with Department of Veterans Affairs officials led by Billie Jane Randolph, Ph.D., PT, OCS, Deputy Chief Consultant of Prosthetic and Sensory Aids and sought to clarify concerns that private practitioners were not securing opportunities for veterans to choose their services over VA delivered services. Deputy Randolph reaffirmed that VA does indeed offer the option to veterans to choose where and from whom they wish to receive care - whether from VA personnel and clinics or from contracted "partners."

AOPA President James A. Kaiser, CP, Treasurer Jim Weber, MA, Executive Director Tom Fise, JD and Kathy Dodson, Senior Director of Government Affairs represented **AOPA** at the meeting and raised the issue of how do veterans know about their choices if the "partners" aren't there in person. They also related the concerns expressed by a few members that the VA has a short or long-term plan to have "inside" government personnel offered as any sort of option for Medicare, in addition to the VA personnel. Dr. Randolph reassured the group there was not any substantial or imminent move to make these kinds of changes.

In a follow up letter to Dr. Randolph, **AOPA** reported that several **AOPA** members attending the **AOPA** Policy Forum took exception with the VA assurances and simply said, "it just ain't so." They reported their own experiences in Alabama and Florida where VA facilities most frequently first tell veterans they must receive their care from VA employee-practitioners in the VA facility. **AOPA** recommendations to deal with this issue are detailed in a letter sent Dr. Randolph on July 25.

[Click here to read the letter.](#)

Sadly, the request for the meeting was confirmed by VA with an only 48 hour advance notice making it impossible for any members of **AOPA**'s Veterans Affairs Committee to alter travel plans permitting them to attend the meeting.

Thanks go to **AOPA** Board Member, Frank Vero, CPO, who first alerted **AOPA** to the current "choice" problem and which triggered **AOPA**'s request for the meeting.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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BREAKING NEWS: Orthotics May Be Exempt in Round Two of Competitive Bidding

It appears from preliminary sources that off-the-shelf orthotics have once again dodged the bullet on competitive bidding. In an as yet unpublished Federal Register notice, CMS says that OTC orthotics

will continue to be exempt from competitive bidding for physicians and "other practitioners" who provide such services directly to their own patients. Currently, CMS has interpreted "other practitioners" to include O&P practitioners. However, until this notice is officially published in the Federal Register, it is not a certainty. Stay tuned for further updates.

Questions about this issue should be directed to Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811; Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854; or Kathy Dodson at kdodson@AOPAnet.org or (571) 431-0810.

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New Diabetic Shoe Documentation Requirements Effective July 1, 2010

The four DME MAC Jurisdictions have announced new documentation criteria for the provision of therapeutic shoes. When providing therapeutic shoes, inserts, or modifications, you must now document an in-person evaluation of the patient prior to them selecting shoes, and you must conduct an in-person evaluation at the time of delivery.

The in-person evaluation prior to services being provided should include an examination of the patient's feet and a description of any conditions that will be treated by the shoes, inserts, or modifications. During this evaluation, you should document any measurements you made of the patient's feet and any casts or impressions you may have made.

When conducting the in-person delivery, you must document that the shoes and/or inserts fit the patient properly and are meeting the patient's needs.

The documentation of these in person evaluations does not need to be submitted with your claims, but they must be made available upon request. If these documentation requirements are not met, the claims will be denied as statutorily noncovered.

The new documentation criteria will be effective for claims with a date of service on or after July 1, 2010, and will be included in a future revision of the Therapeutic Shoe policy.

Questions? Contact Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854 or Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811.

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Final PECOS Reminder - July 6, 2010 Implementation Date Confirmed

AOPA has confirmed that the implementation date for PECOS enforcement has been changed to July 6, 2010. **AOPA** staff spoke with James Bossenmeyer, the CMS official responsible for PECOS implementation. Mr. Bossenmeyer confirmed his previous statement that provisions of the Patient Protection and Affordable Care Act (PPACA) require PECOS requirements to be effective July 6, 2010.

As previously reported claims received on or after July 6, 2010 that are the result of a referral from a physician without a current PECOS enrollment file are eligible to be rejected. While CMS has admitted that system edits may not be fully functional by this date and therefore claims resulting from ineligible referrals may be paid, it has reiterated that once the system edits are in place, the DME MACs may reprocess these claims, resulting in overpayment requests.

CMS has instructed its contractors, including the DME MACs, to send a letter to physicians in their systems that do not have a current PECOS record. The purpose of the letter, which is supposed to be sent by June 28, will be to provide instructions to physicians regarding how to enroll in PECOS as well as reminding them of their obligation to do so. CMS has published Medlearn Matters Article MM6842 which notifies the provider community that the letter will be sent.

[Click here to download a copy of the Medlearn Matters article.](#)

It is extremely important that you continue to educate your referral sources regarding the July 6 PECOS enforcement date. **AOPA** has prepared a sample letter that may be used to educate referral sources of this important requirement.

[Click here to download the sample letter.](#)

Additionally, Paul Prusakowski of oandp.com has created a PECOS search engine that can assist you when searching the PECOS directory released by CMS. He has made it available and given free access to all of O&P for its use.

[Click here to access the searchable version of the PECOS database.](#)

Questions about this issue should be directed to Joe McTernan at jmcternan@AOPAnet.org or (571) 431-0811; Devon Bernard at dbernard@AOPAnet.org or (571) 431-0854; or Kathy Dodson at kdodson@AOPAnet.org or (571) 431-0810.

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Donations Needed for Wine Tasting and Auction to Support O&P PAC

For the third year, **AOPA** is hosting a wine tasting and auction to benefit the O&P Political Action Committee. Quickly becoming one of the most anticipated Assembly events, the auction offers a chance to learn about and taste a variety of wines, including some made by your fellow members. Donations for auction are now being accepted, and we look forward to seeing you Thursday, September 30, from 6:30 - 8:00 PM for a friendly bidding war or two!

[Click here to access the Wine Donation Form.](#)

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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"Doc Fix" Extended until November 30: CMS Reimbursement Levels Maintained

The 21.3 percent, across-the-board rate cut to Medicare reimbursements was delayed once again from being implemented. On Friday, June 25, 2010, President Obama signed the Preservation of Access for Medicare Beneficiaries and Pension Relief Act of 2010 into law. This bill, a 6 month extension of reimbursement payment rates informally referred to as the "Doc Fix," instead of slashing payments by 21.3 percent actually increases reimbursement payments by 2.2 percent through November 30, 2010. The previous doc fix extension expired earlier this month on June 1.

Even though **AOPA** welcomes this law, **AOPA** is concerned about the fact that Congress has kicked the can down the road once more on this important issue. After having failed in an attempt to include the doc fix in the health care reform bill, abandoning earlier this year a stand-alone bill that contained a permanent fix, this extension of Medicare payments will likely result in Congress having to meet for a lame duck session to debate and extend benefits to providers once more in 2010. As this issue drags out **AOPA** believes that the likelihood of deeper cuts to services increases as there will be more and more debate about levels of health care spending. At this moment, though, the June 25 doc fix has preserved physician reimbursements until November 30. **AOPA** will continue to monitor the situation and keep members apprised of how this issue continues to develop.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Submit Your Business Education Paper for the Sam E. Hamontree, CP, Business Education Award

The American Orthotic & Prosthetic Association (**AOPA**) is pleased to announce the establishment of a new business education award. The purpose of this education award is to promote the highest quality business education to the orthotics, prosthetics and pedorthics profession; and to highlight business expertise during the **AOPA** National Assembly.

The funding for the annual award is in honor of Sam Hamontree, CP, and his many contributions to the field of O&P. It is given by the Hamontree family --- Marlene Hamontree, Lynne and Steve Hamontree, CPO, and Joelle and Michael Hamontree.

The namesake of this award, Sam E. Hamontree, CP, is well known to the industry. Throughout a career that spans more than 50 years in the profession, his long list of accomplishments includes such monumental achievements as:

- Recipient of the **AOPA** Lifetime Achievement Award in 2000;
- Recipient of the American Academy of Orthotists and Prosthetists Titus Ferguson Award in 2003; and
- President of the American Board for Certification in Orthotics, Prosthetics and Pedorthics in 1970.

In addition to these significant achievements, Mr. Hamontree served as chairman of the **AOPA** Business Procedures & Liaison Committee for many years and led the development of several business tools for O&P including, the Relative Values schedule which was developed into the HCPCS L-Code system, the **AOPA** Accounting Manual, the **AOPA** Business Survey, and the **AOPA** Cost Accounting Manual, all of which have been used successfully by **AOPA** members for decades.

Award specifications include:

- The Hamontree Award will be promoted and presented each year during the AOPA National Assembly.
- The winning paper(s) will be selected by the Assembly Planning Committee Business Education Workgroup from the business papers submitted.
- The winning paper(s) will be presented during a general education session at the Assembly.
- The Hamontree Award winner will receive a \$1,000 honorarium and framed certificate.

The Hamontree Award will recognize the best business education paper submitted for presentation at the **AOPA** National Assembly each year and is envisioned as a counterpart to the Thranhardt Award given each year for the best clinical paper.

[Click here to compete for the prestigious 2010 Sam E. Hamontree, CP, Business Education Award.](#)

Questions? Contact Tina Moran at tmoran@AOPAnet.org or (571) 431-0808.

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Registration for the 2010 AOPA National Assembly Open!



Registration is now open for the 93rd **AOPA** National Assembly. The **AOPA** National Assembly is *the place to be* (Sept. 29 - Oct. 2, Orlando, FL) for excellent O&P clinical and business education programming. Check out the program today-available as a supplement to the June issue of the *O&P Almanac*. Or call (571) 431-0876 for a copy.

The blockbuster programming responds to your clinical and business management needs with an array of experts whose credentials and experience will dazzle and educate you far beyond your expectations. Inspirational and motivational speakers will jump start your enthusiasm for success. Social and networking events reach new heights.

You won't want to miss this year's all-star lineup of speakers, including:

- Cordell Atkins, PT, M.S., CWS, CDE, C.Ped.
- Marcus Besser, Ph.D.
- John H. Bowker, M.D.
- Susan Cassidy, M.D., J.D.
- Beverly Cusick, M.S. PT, COF
- Conal Doyle, Esq.
- Christian W. Ertl, M.D., FACS, FACCWS
- Maria Gerschutz, Ph.D.
- Andreas Kannenberg, M.D., Ph.D.
- John Markus, J.D.
- Adrian Oleck, M.D.
- Raymond L. Ownby, M.D., Ph.D., MBA
- Sam Phillips, Ph.D.
- Merhrsheed Sinaki, M.D.
- Peter W. Thomas, Esq.
- Many, Many More

Tour the country's largest exhibit hall for the orthotic, prosthetic and pedorthic professions-filled with manufacturers, distributors and suppliers showcasing every significant O, P&P component, device, item of equipment and service that is critical to maintaining a successful patient care facility.

The 2010 **AOPA** National Assembly will be held at the luxurious Rosen Shingle Creek Resort. This beautiful property features an on-site golf course, spa, fine dining as well as more casual eateries. Enjoy golf, walking and nature trails, fish, hike or just enjoy the beautiful surrounding. All of the famous Orlando attractions are just a short ride away.

[Click here to register.](#)

The beautiful Rosen Shingle Creek Resort is located just ten minutes from the Orlando International Airport and convenient to the theme parks and major tourist attractions that Orlando is known for. Please make your hotel reservations directly with the Rosen Shingle Creek Resort by calling (866) 996-6338 - **AOPA** has contracted for a limited number of rooms at a special rate of \$199. Reserve early as the hotel will likely sell out over the dates of the **AOPA** Assembly. Learn more about this beautiful resort at www.rosenshinglecreek.com.

Questions? Contact Kelly O'Neill at koneill@AOPAnet.org or (571) 431-0852; Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835; or Tina Moran at tmoran@AOPAnet.org or (571) 431-0810.

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May 2010 Business Conditions Survey Results

The Business Conditions Survey for May 2010 revealed deterioration in the revenue picture for survey participants. 44.4 percent of respondents reported a May 2009-to-May 2010 increase in revenue compared with 46.7 percent in April. 22.2 percent of respondents had increases of more than 10 percent and that same number saw an increase in revenues of 1-5 percent. The largest segment of participants, 33.3 percent, reported a 1-5 percent decrease in revenue; and 5.6 percent of respondents reported their businesses having a decrease in revenue of more than 10 percent. Finally for May, 16.7 percent of survey participants reported no change in revenue.

Survey respondents linked the decrease in revenue to several factors including regional unemployment affecting payment; a general increase in bad debt write offs; an increase in Medicaid patients and the corresponding reimbursement differences between Medicaid and other third-party payers; and more patients not being able to meet the co-pay requirements of their insurance provider.

Finally, awareness of the new PECOS implementation date was high among respondents, with only 5.6 percent reported being unaware of the July 6 implementation. When asked about the estimated percentage of the referring physicians with whom they do business, survey participants consistently indicated that between 75 to 95 percent of referring physicians were already in PECOS.

If you are the primary business decision maker at your O&P facility and are not receiving these surveys, please email Steven Rybicki at srybicki@AOPAnet.org.

The survey results presented here represent a compilation of information received from responding member firms. It is not a statistical sample and is for use only as a guide. Information is also presented from prior surveys for comparative purposes. It is important to remember that there may be a different mix of firms responding in each survey. This would have some impact on survey averages.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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July 2010 Issue of *O&P Almanac* In Mailboxes Soon

The July issue of the [O&P Almanac](#) is on its way to your mailbox. This month's content includes:

- A preview of the two keynote speakers at the 2010 **AOPA** National Assembly;
- "For Love of the Game" by Jill Culora, examining adaptive sports programs being used by practitioners to assist some patients suffering from depression and inactivity;
- "Recession's Silver Lining" by Deborah Conn, read about the steps many in O&P have taken during this recession to reduce costs and build their businesses;
- Devon Bernard's reimbursement page;
- And much more!

If you have any questions about the *Almanac*, need to update your subscription, want to pitch a story, or give your input for future features, please contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P Almanac Wins APEX Award for Excellence in Writing!

AOPA was notified last week that the *O&P Almanac*'s October cover story, "Fit and Comfort," has earned a 2010 APEX Award of Excellence for Writing - in the Health & Medical Writing category! More than 3,700 entries in 127 categories were submitted, and less than a third received an award at any level. Deserving of special praise for this industry-best honor, **AOPA** would like to recognize the

hard work of *O&P Almanac* Editor Josephine Rossi, and "Fit and Comfort's" author Kim Fernandez.

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Register Today for AOPA's July 14 Audio Conference, "Medicare Appeals Strategies"

AOPA's Joe McTernan hosts the next **AOPA**iversity audio conference, "Medicare Appeals Strategies." **AOPA's** July 14 audio conference will:

- Review the five levels of appeals, including reminding you of the dollar amounts required and instructions for timely filing requirements;
- Provide you with helpful hints on how to file appeals and explain what type of information should and should not be included; and
- Review strategies to achieve a successful appeal such as:
 - How to write your appeal.
 - What is too much or unnecessary information?

The cost is just \$99 per line for members (\$199 for nonmembers) and any number of listeners may participate on a given line. Those seeking credit must return the provided quiz within 30 days and score at least 80 percent.

[Click here to register.](#)

Questions? Contact Ann Davis at adavis@AOPAnet.org or (571) 431-0876

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Ongoing Need in Haiti for O&P Volunteers

The Haiti Amputee Coalition is looking for CPs, CPOs and prosthetic technicians to work in Haiti. This is a volunteer position. Volunteers are asked to provide two weeks of service in Haiti and to pay all of their travel expenses to Port-au-Prince, Haiti. The Coalition will provide transportation from the airport to the Hospital Albert Schweitzer clinic. The Coalition will also provide housing and meals for all volunteers.

If you are interested in volunteering please contact:

Hanger Clinical Operations
Minneapolis, Minnesota
(763) 521-4126

AOPA will continue to store your information in our volunteer database and remain in contact with you about other requests for donations of time or materials as they arise. **AOPA** and the Academy are pleased to facilitate communications between organizations and potential volunteers, but we are not endorsing any specific organization and suggest that you carefully evaluate the organization with which you decide to work. Finally the [joint Web site](#) by AAOP and **AOPA** continues to offer the opportunity for individuals and companies to make known their willingness to help sustain O&P services in Haiti through cash and equipment donations or volunteering of services.

[Click here to access the joint AAOP/AOPA Haiti Relief Site.](#)

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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AOPA President-elect Announces Corporate Merger

AOPA President-elect Tom DiBello, CO, FAAOP, announced this week that as of June 16, his company, Dynamic Orthotics & Prosthetics, merged with the Prosthetics and Orthotics division of the Hanger Orthopedic Group. Mr. DiBello has expressed his intent to maintain his involvement in the O&P community and that he plans to continue his term on the Board of Directors of **AOPA**.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Former AOPA President, Daniel G. Rowe Passes Away

Daniel G. (Dan) Rowe, CPO passed away on Wednesday, June 23, at the age of 75 as a result of complications from Alzheimer's disease. Mr. Rowe was President of AOPA in 1977-1978. Wil Haines, CPO, noted "Dan was a dear and welcomed friend to many in our profession..." continuing, "he was truly one of the gentlemen among us and will be missed by his family and many friends in our profession." In lieu of flowers, the family has requested that memorial gifts be sent to either the Shriner's Hospital for Children or the Alzheimer Association.

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O&P RESOURCES FROM AOPA

Check the AOPA Job Board for New Opportunities

If you need a position filled at your business or are interested in looking at other job possibilities within the O&P field, check out the [AOPA Online Job Board](#). In the past month the Job Board has been viewed over 8,000 times by more than 1,500 unique users. If you want people to find out about a job opening at your facility or are interested in posting your resume for employers to view for potential openings, visit the [AOPA Online Job Board](#) today.

And remember: if you advertise on the Online Job Board and decide to also advertise in the *O&P Almanac*, then you'll receive a 5% discount on the cost of advertising in the *Almanac* and on the Job Board.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Provide Your Meeting with a PECOS Education from AOPA

At the recent 2010 PrimeFare East meeting, one of the hottest topics was PECOS and how it will affect O&P. **AOPA's** Government Affairs staff has made presentations at several state and regional meetings in the past few months, including the New York Academy Chapter meeting and the Oklahoma Association for Orthotists and Prosthetists meeting. These presentations were well received by attendees, who found the discussions of PECOS, Medicare medical policy changes, accreditation, surety bonds, Red Flag rules, consignment closets, healthcare reform and competitive bidding very helpful in staying current with the ever-changing healthcare landscape. If your state or region has an upcoming meeting and would like an **AOPA** speaker, please pass your request on to Kathy Dodson at kdodson@AOPAnet.org. If scheduling permits, we would be happy to provide an update to your members. The only costs your group would incur are the speaker's expenses.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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2010 AOPA Coding Products Now Available

Don't get caught with out of date coding references. Update your **AOPA** coding products today. The 2010 **AOPA** coding products are now available through the **AOPA** bookstore and may be ordered by calling (571) 431-0835.

The 2010 *Illustrated Guide*, *Quick Coder* and *Coding Pro* include all of the newly released HCPCS codes that describe O&P items. In addition, the 2010 *Coding Pro* contains expanded medical policy references and the 2010 *Quick Coder* includes a new section that lists all of the current modifiers used in O&P billing.

As an added bonus, if you purchase all three **AOPA** coding products at the same time, you will receive a bundled discount of \$50 off the regular retail price of the three items as sold separately.

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Is Your Practice Missing the BOAT?

AOPA's largest and most successful members use the Business Optimization and Analysis Tool (BOAT) and you should also. The BOAT will help you:

- Create budgets
- Track your finances
- Participate in the annual Operating Performance and Compensation survey-which provides you with a personal benchmark comparison study.
- Examine the financial fitness of your business
- Help you identify and understand your competition, market conditions and referral sources
- Much more

Create your own secure and confidential Web pages on the BOAT which is specifically tailored to help O&P business owners manage their business for greater profit and quality patient care.

[Click here to explore the BOAT today.](#)

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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Are You Registered for AOPA's 2010 Series of Medicare Audio Conferences?

Numerous offices have benefited from their participation in **AOPA's** Medicare Audio Conferences. These one hour sessions come to you in the comfort of your office on the second Wednesday of each month at 1:00 pm Eastern. This series provides an outstanding opportunity for you and your staff to stay abreast of the latest hot topics in O&P, as well as gain clarification and ask questions on topics that you may not understand as fully as you would like to.

Seminars are still priced at just \$99 per line for members (\$199 for non-members). Buy the series and get two free; members pay just \$990 and non-members pay \$1990. If you purchase all the conferences, all conferences from months prior to your purchase of the set will be sent to you as CDs.

These convenient one hour telephone seminars are designed to fit easily into your busy schedule. Any practitioners needing credit can get 1.5 per audio conference by returning the provided quiz within 30 days and scoring at least 80%. Billing staff and others who don't need credit nonetheless can gain information they will use right away. The topics for 2010 are:

- January 13: Red Flag Rules: Are You In Compliance? (Available on CD)
- February 10: Hints on Passing Your Supplier Standards Inspection (Available on CD)

- March 10: Billing for Refused/Returned Devices and Deluxe Features (Available on CD)
- April 14: Documenting for Success: Chart Notes, Prescriptions and Physicians' Records (Available on CD)
- May 12: New Rules for HIPAA: Are You Still Compliant? (Available on CD)
- June 9: When Disaster Strikes: Implementing a Contingency Plan (Available on CD)
- July 14: Medicare Appeals Strategies
- August 11: Medicare's Knocking: How Good Is Your Compliance Plan?
- September 8: Missed Billing Opportunities: Are You Billing Everything You Can?
- October 13: You're Going To Pay Me WHAT?...Hints on Managed Care Contracting
- November 10: The Ins and Outs of Billing in a Part A Setting: Hospital, SNF and Hospice
- December 8: 2011 New Codes and Medical Policies

If you miss an audio conference, it will be available on CD after the fact. Cost is the same as if you participate live (\$99/\$199). We hope you'll be able to join us for this year's series.

[Click here to register for any or all of the 2010 AOPA audio conferences.](#)

Questions? Contact Steven Rybicki at srybicki@AOPAnet.org or (571) 431-0835.

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O&P INSIDER'S TRACK

The Only Up-to-the Minute O&P Newsline

In Memoriam

Axel Koerner, CP passed away at the age of 73 in southern Colorado. Axel was born in Bremen, Germany and practiced in Los Angeles, California with Carl Woodall at the Karg Prosthetics Company. Mr. Koerner moved to Colorado in 1966 where he worked with Ivan Long at Western Orthopedic until he opened his firm in the city of Denver. After he retired, Mr. Koerner moved to Alamosa, Colorado. Mr. Koerner earned three bachelor's degrees and was a member of the Schlarafia.

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People in the News

Ralph E. Pope Jr., announced the completion of his invention, the [Foot Lifter Shoe](#). Created for victims of strokes and for children with Cerebral Palsy, Mr. Pope has more information about his product for potential investors and buyers [here](#).

The Orthotic and Prosthetic Assistance Fund (OPAF) announced that **Danny Freund** of Princeton, New Jersey has been named the 2010 Dale Yasukawa Memorial Scholarship winner.

Melissa Snell, Vice President-Business Development for [Snell Prosthetic & Orthotic Laboratory](#), was recognized by *Arkansas Business* magazine as one of 2010's top 40 young business and political leaders. Snell was added to the prestigious "40 Under 40" list through nomination by the magazine's readers and subsequent selection by the editors of *Arkansas Business*.

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Businesses in the News

The [Amputee Coalition of America](#) (ACA) announced that registration is open for its 2010 National Conference. [Click here to register](#).

[Cascade](#) announced that it is opening a third distribution center to open in Dallas, Texas later this summer.

[Children's Healthcare of Atlanta Pediatric Hospital](#) was ranked among top pediatric hospitals in the *U.S. News & World Report* 2010 edition of "America's Best Children's Hospitals." In particular several specialty areas at the hospital earned high rankings, including orthopaedic care (No. 8).

[Innovative Neurotronics, Inc.](#), announced that its WalkAide technology earned the product endorsement of the American Physical Therapy Association (APTA).

[Endolite](#) announced that the company is finalizing a 10-year lease for a 21,000-square-foot space in Centerville, Ohio.

[The Orthotic and Prosthetic Assistance Fund](#) (OPAF) continues its Summer 2010 "First" programs:

- June 18 First Dive Intro to Scuba Clinic, The Dive Shop, Marietta, Georgia. Sponsored by The Dive Shop
- June 19 First Volley Tennis Clinic for University of Northern Iowa Adaptive Sports Camp, Cedar Falls, Iowa. Sponsored by USTA Missouri Valley Iowa District
- June 19 McKeever's First Ride, Chastain Horse Park, Atlanta, Georgia. Sponsored in part by the Wachovia Foundation, the Shaw Family Trust

[Quality Outcomes](#) announced the launch of a survey designed to be completed by lower-extremity amputees. The survey asks participants to rate their ease in performing various Activities of Daily Living (ADLs). [Click here to access the survey.](#)

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The next **AOPA in Advance** will arrive in your inbox on July 13. So if you have a new employee or a new office, tell us! Share your news with the over 15,000 readers of the *O&P Almanac* and **AOPA In Advance** newsletter. Contact Steven Rybicki at srybicki@AOPAnet.org

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