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.

Manufacturing Increases

- 89% of suppliers have increased manufacturer/distributor costs in the last 12 mo.¹
- 34% increase in cotton raw material costs ⁴
- 125% increase in plastics & petrochemical raw material costs ⁵
- 250% increase in container costs ³

HME Supplier Increases

- 89% of suppliers report increased labor staffing costs in the last 12 mo. ¹
- 77% suppliers report backorder delays which can lead to additional shipment costs for fulfillment of remaining partial orders ¹
- 22% increase in trucking costs ³
- 440% increased transportation times ²
- 85% suppliers report increased shipping costs in the last 12 mo ¹

UPWARDS OF 60% INCREASED COSTS

POTENTIAL IMPACT ON SUPPLIERS:
- 11-30% increase cost of goods
- 10%+ increase shipping costs
- 11-20% increased labor costs

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.